

THE AMERICAN PERFUMER

AND

ESSENTIAL OIL REVIEW

The Independent International Journal devoted to perfumery, soaps, flavoring extracts, etc. No producer, dealer or manufacturer has any financial interest in it, or any voice in its control or policy.

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FLAVORING EXTRACT MFRS. ASSN.—President, Wm. McCormick, Baltimore, Md.; Secretary, Dr. S. H. Baer, St. Louis, Mo.

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MOVING TO NEW QUARTERS.

As this issue of THE AMERICAN PERFUMER AND ESSENTIAL OIL REVIEW reaches our readers the work of installing our offices in a new building, at 80 Maiden Lane, will be completed. The new offices will be larger and more commodious than our old quarters in William street and the location, which is just around the corner, will be equally convenient for our friends in the allied industries. We shall be glad to have them call at any time and we take the opportunity to extend an invitation to visitors from abroad and elsewhere in this country to make their headquarters at our office while in New York. Mail can be sent in our care and such friendly facilities as may be required will be cheerfully supplied to the "stranger within our gates."

FLAVORING EXTRACT CONVENTION.

At the meeting of the executive board of the Flavoring Extract Manufacturers' Association of the United States, held in Baltimore on April 5, it was decided to hold the third annual convention in Baltimore on June 5, 6 and 7. The executive board met in the Hotel Emerson and discussed the arrangements for the convention in detail. While the complete programme, of course, could not be prepared, sufficient progress was made to ensure a notable gathering.

The general plan provides for business sessions on the first day and on the morning of the second, various topics of special interest to the manufacturers coming up for discussion. On the afternoon of the second day it is likely that the visiting delegates will be taken on an excursion down the bay to Annapolis and the Naval Academy. On the third day the remaining business will be disposed of and officers elected. One of the features will be an elaborate banquet, with speeches by prominent men and other forms of entertainment will be provided.

There was a goodly representation of officers and members present. They are: President, W. M. McCormick,

McCormick & Co., Baltimore; first vice-president, John L. Clawson, of the Clawson Company, Philadelphia; second vice-president, A. E. Claus, of the Jones Bros. Company, of Brooklyn, N. Y.; third vice-president, S. J. Sherer, of Sherer, Gillett & Co., Chicago; secretary, Samuel H. Baer, of the Blanke-Baer Chemical Company, St. Louis; treasurer, Robert E. Heekin, of the Heekin Spice Company, Cincinnati; Executive Committee, C. E. Foote, of Foote & Jenks, Jackson, Mich.; Norman Peck, of Hurty-Peck & Co., Indianapolis, Ind., and Frank L. Beggs, of Styron, Beggs & Co., Newark, O.

DR. WILEY'S SUCCESSOR.

President Taft has a task ahead of him in selecting a successor to Dr. Harvey W. Wiley, who resigned in March to become contributing Editor to *Good House-keeping Magazine*. The Chief Chemist's resignation was based upon grounds which will militate against effective work by almost any man who may be named for the office. Few men have the persistent courage which the retiring official has displayed during his quarter of a century of pure food and drug activity and few men could so long withstand the constant and often insidious attacks made upon him, which, no doubt, will be continued against his successor, if the latter undertakes to enforce the law without fear or favor.

Many have had occasion to criticize Dr. Wiley, but no doubt much of the criticism has been provoked by the system. The Department of Agriculture, judging by the disclosures in the Congressional investigation and by the experiences of numerous manufacturers, needs a house-cleaning from top to bottom. It is time that something be done to prevent the pillorying of honest dealers in cases of petty technical violations of the law for which they are not to blame. That is a fault of the system and its revision is of prime importance.

THE FOREIGN FLOWER INDUSTRY

In our "Foreign Correspondence" department, on page 50, will be found some interesting items about the development of the flower industry abroad, including the activity in floral cultivation which has begun in the newly opened district in France near Toulon. It will be a long time before the growers in this region can hope to rival Grasse and Cannes in production, but their efforts in that direction will be rewarded by a continually increasing market, for the demand for perfumery is constantly growing and the cultivation and production of raw material for the distilleries is by no means keeping pace with the requirements of manufacturers and consumers.

An interesting situation is noted in Bulgaria, where a rush to plant rose trees is reported, in contrast with the disposition of the inhabitants a few years ago to stop the

cultivation of the flowers. The high prices of otto of rose have caused this change in feeling, which again may be subject to revision, for when the new trees begin bearing freely in two or three years there is danger of an excess supply and a drop in quotations. The situation in Bulgaria will be watched with interest by perfumers.

CAN YOU SAY THE SAME?

In preparing perfumes and toilette articles, including soaps and hair tonics, not only are tasteful and attractive containers desirable, perhaps we ought to say absolutely necessary, but the element of quality should supplement the good impression conveyed by the artists who design the labels. One popular manufacturing concern recently included the following in its announcement:

A visitor to our establishment, some time ago, took away three examples of our product. Meeting a friend he asked, "What do you know about Perfume?" His friend's wife was most fastidious in the matter, and had her favorite selected Foreign Toilet Preparations. She was attracted by the tasteful elegance of our Packages. She bought on sight—she now buys our products on quality.

It tells a story of success in a few brief words. Can you, reader, say the same of your packages?

NATIONAL AND STATE LEGISLATION.

Considerable space is given on another page to the hearings at Washington on the Revised Chemical Schedule. The perfumery, soap and allied industries were capably represented and the arguments offered should result in a rejection of the proposed changes. Action by the Senate Finance Committee is not expected for some time, but the situation is one that should be watched by all parties who are interested.

Representative Gould, of Maine, has introduced House Bill 22,526, to amend section 8 of the pure food law in relation to labels and weights. This bill is resting quietly in the House Interstate and Foreign Commerce Committee, which is not expected to report any more pure food law amendments at this session.

Governor Dix has signed the Brooks' Net Weight Bill, which will become effective on June 1, 1913. In its final stages the measure was amended to provide for uniform tolerances and reasonable variations, and a State guaranty, similar to that of the National government, was stricken out. As enacted into law most of the objections to the

bill were met and it is said that the objectors now are satisfied with the provisions of this standard weight and measure law.

REVISING THE PATENT LAWS.

Congress will take up the work of revising the patent laws, following the sweeping decision in the Dick case by the United States Supreme Court, but it is improbable that anything will be done at this session, for the time is too short to satisfactorily consider the complications involved. The Dick case decision was so far-reaching and in some respects so much at variance with what some persons call "common sense" that the need of changes in the law at once became generally apparent. There was an expectation that the court, which was almost evenly divided on the subject, would grant a rehearing, but this has since been denied and the only remedy is through legislation. No doubt the foundation for action will be laid before Congress adjourns and many experts and others interested already are giving the needed changes careful consideration, so that they will be prepared when the revision is actively undertaken by Congress.

THE PERFUMERS' CONVENTION.

The Manufacturing Perfumers' Association has just held its eighteenth annual meeting and there was a good attendance. Of the thirty-one active members there were twenty-four present, and of the sixty-six associate members there were thirty-five represented.

The most engrossing subjects that were discussed and acted upon were the pending revision of the chemical schedule of the tariff, the Richardson bill proposing to amend the Food and Drugs Act, and the campaign of education to popularize American perfumes.

Appropriations were made for an illustrated lecture on perfume plants to be delivered at the next meeting; for the furtherance of the parcels post legislation; and for the popularizing of perfumes of American manufacture.

This latter feature is undoubtedly the most important one, as it is constantly before the Association inasmuch as the prosperity of the business depends on the sale of goods. The old idea that the use of perfume is vulgar is dying out, largely because of the general recognition of the fact that all human beings have an odor of some kind, and it is just as well to insure that that odor will be a pleasant one.

No man or woman objects to the odor of a bunch of violets, for the aesthetic feature of wearing flowers is not confined to their beauty alone. The odor is the principal thing, as is evidenced by the fact that the most odorous flowers are the most popular ones. What then can be the objection to the odor without the flowers?

There seems to be an unfortunate notion that for quality one should buy French perfumes, and for economy those of American manufacture. We, who are familiar with the industry, know that we have the same raw

materials as our gallic cousins use, and there will be few to acknowledge that French skill in compounding raw materials is in any way superior to our own.

To advance the work of the Committee on Campaign of Education, the association contributed \$500, about \$850 was realized from subscriptions made by associate members and others, and several thousand dollars more are expected from active members. If this money is judiciously expended by the Executive Board, there will be a more general desire to encourage the work of the association, and all the outside manufacturers that are now eligible to membership will be more likely to seek to join, instead of waiting for the persistent solicitation of some conscientious membership-committee man.

We commend the association for what it is doing, and our only regret is due to our belief that much more good could be accomplished by admitting manufacturers of toilet soaps and preparations.

PURE FOOD AND DRUG HEARINGS.

The Interstate Commerce Committee of the House of Representatives will hold hearings on the pending bills relating to pure food and drug matters and all kindred subjects, beginning on Tuesday, April 23.

It is not yet known whether the committee will be able to reach an agreement upon any of the pending bills at the present session, and it was only within the last few days that the idea was entertained among the members of the committee that it would be possible even to hold hearings at the present session, on account of the absence of members of the committee from the city and other legislation urgently demanding attention.

Representative Richardson, of Alabama, who is the author of a bill making important amendments in the Pure Food and Drugs law, has returned from his home, after an absence of two weeks, and he is intending to press consideration of his bill, beginning with the hearings on the 23d.

The committee has received requests from a large number of manufacturers of foods and drugs, expressing a desire to be heard if legislation is contemplated at this session. The presumption is that the committee will first hear the members of the Board of Food and Drug inspection, of the Department of Agriculture, and other officials in the Bureau of Chemistry, before opening the hearings to the public generally. When the hearings were contemplated some weeks ago the idea was suggested that this course be taken and the delay probably has not produced any change in the policy of the committee in dealing with this subject.

PURE FOOD AND DRUG NOTES.

One of the departments of this journal of greatest interest and value to subscribers whose products fall within the scope of the Federal or State food and drugs acts, is that entitled "Pure Food and Drug Notes." In this department we make a monthly report of the results of all prosecutions published by the Federal or State Departments of Agriculture; together with general news concerning changes in laws, new rulings, etc.

In many cases the violation is often of so trivial a

character that one may marvel at the apparent waste of good public money in bringing the matter to court. Several instances that we have personally investigated have shown the defendants to be absolutely free of any intent to transgress the law, and the purely technical violation was made by some one the law could not reach, and the final dealer was therefore held responsible.

Thus it happens that when we report a number of Notices of Judgment we are compelled to mix the "sheep and goats" together. We would be very glad indeed to separate them if there were any practicable method of doing so, but until the various Food and Drug Departments learn to administer the laws with intelligence, there will be injustices done, and very much to our regret we must occasionally be the innocent instruments for the dissemination of reports that on their face may not give the alleged defendants full credit for their freedom from an intentional violation of law.

CARE NEEDED IN LABELING.

It always is easier to correct a fault at the start than it is later, so the attention of exporters abroad is directed to the necessity of labeling goods sent to this country in the required manner. Importers in this country have had a great deal of trouble in this direction and the customs authorities have been disposed to be lenient, but now they draw the line against a fourth offense in wrongly labeling goods which are sent here for admission to our trade. An official notification to this effect has been issued. It reads as follows:

DEAR SIR: Pursuant to instructions received this day from the Chief of the Bureau of Chemistry, you are hereby notified that both the Secretary of the Treasury and the Secretary of Agriculture have expressed the opinion, that permission having been granted to relabel shipments of imported goods on three different occasions, the misbranding being the same in each instance, the fourth shipment will be refused entry. Please take particular notice of this matter, and be governed accordingly.

A. W. OGDEN,
Acting Chief, New York Laboratory.

CORRESPONDENCE.

To the Editor of the American Perfumer and Essential Oil Review:

Mr. Umney (*Perf. & Ess. O. Rec.* 3, p. 50) still "wonders why there was any necessity for secrecy about the (phenylhydrazine) process" (for determination of citral). There was none at all, for, as I have plainly stated before, Messrs. Schimmel & Co. did not feel authorized to publish a process described to them in private correspondence, and I was not ready at that time, as I was still working out improvements of the method.

Mr. Umney further says that "doubts still appear to exist as to the importance and accuracy of the process, we have found the hydroxylamine process an accurate one, and our results have been in excellent agreement with those found in the laboratories of Messrs. Fritzsche Bros., of New York." This is very gratifying indeed, as these results were found for Messrs. Fritzsche Bros., of New York, by the writer after his phenylhydrazine process.

Passaic, N. J., April 12.'11

CLEMENS KLEBER.

COSTUS ROOT.

Costus, *Saussurea Lappa* (*Aplotaxis Lappa*), Kut Pachak, Post-Khai, Rusta, Ouplate, Kostum, Changala, Sepuddy, etc., the various Indian designations for this article, is a tall stout herb indigenous to the moist open slopes surrounding the valley of Kashmir at an elevation of 8,000 to 9,000 feet, and found also in parts of the basins of Chenab and Jhelum at 10,000 to 13,000 feet.

Costus has been held in high repute as a medicine from primitive times, but its origin was for long obscure and was erroneously referred to as *Costus Speciosus*.

As with many other articles of merchandise, it came to be spoken of as obtained from regions that were only emporia—not localities of production. Thus, Garcia de Orta states that it grows in the region between Bengal, Delhi and Cambay; and perhaps also Chitore, whence it is brought to Cambay and Amadabad and exported to Europe and parts of Africa.

The roots are actually dug up in large quantities in Kashmir, cut into small pieces and sent to Calcutta, and then the drug is exported chiefly to China and the Red Sea.

In Kashmir its collection is a State monopoly. Every year a large amount of the roots of the *Saussurea Lappa* is demanded by the State, and the villagers are obliged to bring a certain weight, for which they receive four rupees per kharwar from the State.

The root, which is known as Chob-i-kot, is exported to India, and at present the monopoly is farmed out to a contractor.

In addition to its medicinal properties it is a valuable perfume and largely used in China as an incense. It is also said to be a good hair wash.

In Kashmir it is much employed by shawl merchants to protect their fabric from moth and other insects.

The distillation of the costus root produces 0.80 to 1 per cent. of essential oil. This oil is thick and of a bright yellow color. Its odor is somewhat similar to elecampane and gives finally an agreeable odor of violet.

Access to Pending Applications.

According to a new rule in the Patent Office at Washington, hereafter no person except the applicant, the assignee whose assignment is of record, or the attorney of record will be permitted to have access to the file of any application, except as provided for under the interference rules, unless written authority from the applicant, assignee, or attorney, identifying the application to be inspected, is filed in the case to become a part of the record thereof, or upon the written order of the commissioner, which will also become a part of the record of the case.

A Sure Sign of Success.

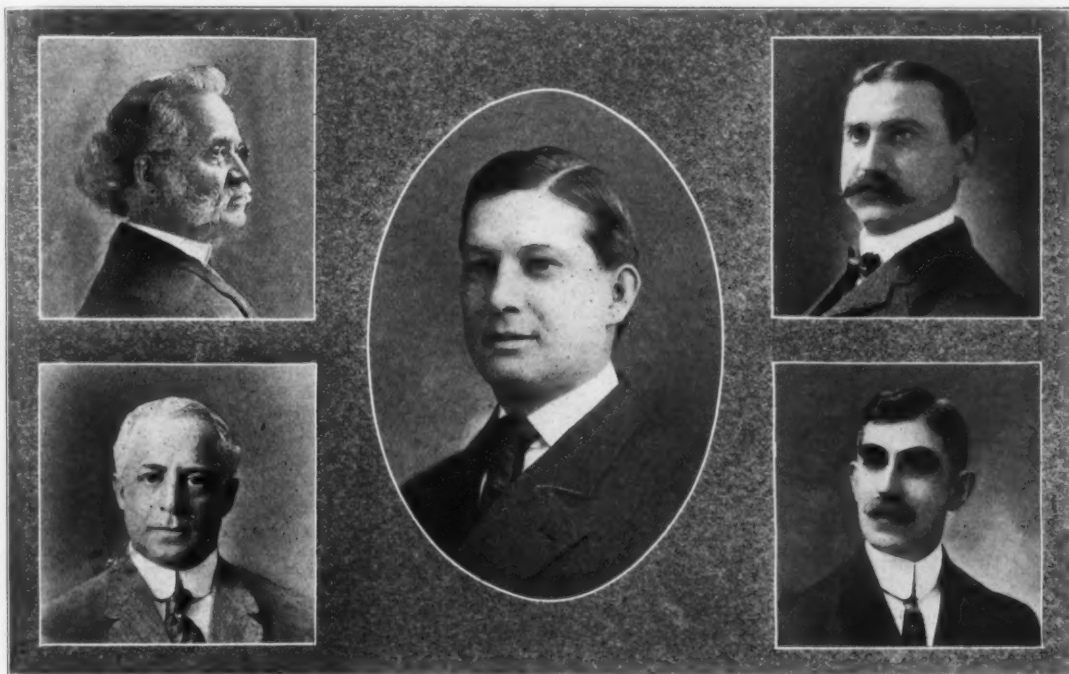
Show me a man who is today forging to the front in his business and I will show you a man who is a careful reader of his trade papers.—*American Druggist*.

One Way of Being Happy.

A grouchy man is the victim of a habit that will do more to spoil his life than some combinations of half a dozen other bad habits.—*Confectioners' Journal*.

Report of the Proceedings of THE MANUFACTURING PERFUMERS' ASSOCIATION OF THE UNITED STATES

Eighteenth Annual Meeting, New York, April 9, 10 and 11, 1912.



S. S. WEST, 1st V.-P.
A. D. HENDERSON, Sec'y.

WM. A. BRADLEY, Pres.

A. M. SPIEHLER, 2nd V.-P.
A. B. CALISHER, Treas.

OFFICERS OF THE M. P. A. FOR THE NEW YEAR.

President—W. A. BRADLEY, New York.

Vice-President—S. S. WEST, Cleveland.

Second Vice-President—A. M. SPIEHLER, Rochester.

Secretary—A. D. HENDERSON, New York.

Treasurer—A. B. CALISHER.

Executive Board—(three years) THEODORE RICKSECKER, New York; FREDERICK K. STEARNS, Detroit; FRANK C. CARPENTER, New York; (two years) FRANK B. MARSH, New York; with the three chairmen of the committees on legislation, fraternal relations and membership, to be appointed.

The eighteenth annual meeting of the Manufacturing Perfumers' Association of the United States was held in this city in the rooms of the Whitehall Club on April 9, 10 and 11, with the president, Frank B. Marsh, in the chair, and the secretary, Alexander D. Henderson, at his post. The business sessions were interesting and the banquet proved to be an enjoyable success.

President Marsh, in his annual address, said:

"One of our noted writers has said 'Happy is that country which has no history.' The affairs of our asso-

ciation during the last year may be characterized in much the same manner. Nothing dramatic or striking has occurred. Fewer meetings of the Executive Board have been held than during many years past. While the association's history between conventions has been uneventful, this does not mean that no work has been going on. There must always be activity on the part of our officers and those who hold chairmanships of our committees.

"In addition to the more or less routine work, on the successful performance of which the strength of our association depends, unusual demands have been made upon the time and attention of the Legislative Committee, on the Special Committee to revise the constitution and by-laws, and the new Committee on Library and also on Botanical Exhibit.

"The president has but one recommendation to make, viz.: that to the Committee on Botanical Exhibit be assigned, as a special duty, the preparation of an illustrated lecture which shall describe and show, in as complete a manner as may seem wise, the growth and cultivation of perfume-bearing plants, the processes by which they are treated and the products resulting from these manufacturing processes, to the end that which this illustrated lecture be delivered here in this country a true and vivid idea may be presented of the natural products used in perfumery, their manufacture and derivation.

"The president further recommends that a special ap-

propriation be made to cover the expense involved in securing photographs, lantern slides, etc., that the lecture may be a credit to our association and of value to our membership.

"Your presiding officer whose duties terminate at the close of this convention takes this opportunity to thank the officers, the executive board and members of the association, both active and associate, for their hearty co-operation. The most cordial aid has been given him, if any progress has been made during these last two years it has been due to this kindly, sympathetic, generous aid on the part of every member of the association. It has been a pleasure for him to serve you. For his successor he asks this same kindly consideration."

IMPORTATIONS AND UNDERVALUATIONS.

George Hall, chairman of the committee on importations and undervaluations, reports that "not only are American perfumes able to compete with those of foreign manufacture, but that they are inevitably slowly supplanting the latter, even in localities where the higher-priced goods are most in demand." He continued: "A study of the statistics covering 1911 reveals the fact that American imports of alcoholic perfumes and preparations for the hair, mouth, skin and teeth amounted to \$1,508,218, or an increase of 28.2 per cent. over 1910. By an analysis of these figures we find that of the total of \$1,508,218, \$709,632 represented the importation of alcoholic perfumes, an increase over the preceding twelve months of 21.8 per cent.; while the balance of \$798,586 represented America's foreign purchases of preparations for the hair, mouth, skin and teeth, which showed an increase of 34 per cent. over the year 1910.

"At first thought 28.2 per cent. seems a formidable increase in our importations, but there is a world of encouragement in the importation statistics for the last six years which show an average of \$1,244,147, so that in point of fact the percentage increase in 1911, when compared with six typical years in our industry, amounts to 17.5 per cent.

"It is the opinion of your committee that while last year's importations show an increase, that increase is notably *not* traceable to any lasting growth in the demand for foreign perfumes. On the contrary, evidence is not lacking that some of the best-known foreign brands which a few years ago enjoyed a large sale in America are becoming noticeably less popular. That importations have increased, notwithstanding the lessening demand for the articles referred to, is attributable to the fact that at least five new foreign houses, which were not in existence a few years ago, are today shipping goods into the United States, while several products widely advertised on the continent have recently been introduced into this market.

"We believe history will repeat itself, and that if the old-established European firms find it impossible to hold the American market, a similar fate must overtake the new houses of export, and that the increase in importations for the fiscal year just closed is of an ephemeral and not a permanent character.

"To insure the continual ascendancy of American perfumes the American manufacturers have but to remain true to their guiding principles of quality and style in the articles which they manufacture."

NEW CONSTITUTION IS ACCEPTED.

The report of the executive board presenting a new constitution and by-laws was accepted and so were the reports of the committees. A special vote of thanks was given to Theodore Ricksecker and his associates for their active work on the committee on legislation.

D. H. McConnell, speaking on parcels post legislation, said he believed there should be greater activity in connection with this subject than the passage of resolutions, etc.

CAMPAIGN OF EDUCATION.

Mr. Ricksecker called attention to the need of a campaign education. He said in part:

"What is the crying need of every house in our business? Every house that I have interviewed say that the trouble is they do not sell enough goods. They all complain, from the largest to the smallest.

"There are reasons for this, but these reasons are not as clear to those who have given it no attention as to the man who thinks, and who has paid particular attention to what is going on in the public prints, in private life, and other potential things that go to make up progress in your business or to retard it.

"Now, the feeling among a whole lot of people in this country is that the use of perfumery is vulgar. They have been affected by false statements, lack of discrimination, and they are men and women who are not conversant with the real facts and who do not view the subject from a proper standpoint.

"As well might you say that music is to be condemned, because you hear some of it that is very unworthy, as to say that the use of perfumery is to be condemned, because it is used by some persons who are vulgar. That feeling is shared by such a number of people, that you would be astonished if you took the trouble, as I have, to collate the facts. I have found persons who believe that no other goods than foreign goods are worthy of their patronage, and this number constitutes a considerable portion of the purchasers of perfumes.

"During several years past I have urged upon this Association to take up the question of the promotion of a campaign of education. In a recent issue of the *New York Sun* there is an article on the use of perfumery, and its use is set down as vulgar. Every manufacturer of perfume suffers from such articles, and included with the manufacturers of perfume, every material maker, every maker of boxes, every maker of bottles, suffers with the manufacturer of perfume.

"I went down to a meeting of the Tariff Board in Washington a short time ago and sought an interview with that board; they were full of the Cotton Bill up to their ears, and at first they declined to allow any interference with their programme, but when I presented my case in a few words they admitted me into the Tariff Board, and I had a talk with them. One of them said:

"We are going to recommend nothing, because we have not gone into the thing exhaustively enough, because it is not our prerogative, but we have prepared a glossary, and I take it you have a copy of the glossary."

"I had not seen the glossary, but got one. In it I came across a staggering statement, to wit: men who are trying to produce the finest goods that can be made. In addition to statistics they say: 'The imports of perfumes and cosmetic preparations into the United States are considerable, particularly those of the higher grades, coming from France, which country excels in the manufacture of these products, not only as far as quality is concerned, but even more, perhaps, in the pleasing and artistic way they are put up.'

"If that is not a blow to the American manufacturers of perfume, I would like to know what would be. Every importer, every manufacturer of foreign goods, can point to the authority of the Tariff Board of the United States for a statement that foreign goods are better than those of American make.

"I have found a number of articles scattered through different journals, and the use of perfumery, the use of American perfumery, is as often condemned as it is praised.

"The attitude of some of our fashionable journals, as I stated here a couple of years ago, is antagonistic to the use of perfumes. Edgar Saltus wrote two pages which were published in the *Smart Set*, condemning the use of perfume, and Bok of the *Ladies' Home Journal* wrote a page condemning the use of perfume. That publication has a circulation of a couple of millions at least.

"What are we going to do to get back our business? Have we sand enough to do something, wake up, change cars, and get a better business?

"The hardest question we are up against is the proper education of the people as to the virtues of our goods, and to increase the use of perfumes among the people generally. If you have these questions to encounter among the women, if you have this false education to overcome among the storekeepers, the buyers and saleswomen and salesmen all over the country, can you not see plainly enough that the reason you do not sell more goods is be-

cause we are not doing anything to fertilize. Is it not a fair business proposition?

"When you employ a salesman to sell your goods, you incur a direct obligation for his salary, commission and expenses. You have to incur these expenses. Look at your ledger. How many of them make good? Why don't we get together on this proposition of advertising American perfumes? Your business is smaller than it should be because there is such an apathy and indifference on the part of the citizens in many cities of the country to the use of perfumery and the enjoyment of it. The demand is not large enough.

"If each one of us in this industry would take the trouble to do a little work, put in some cash, make the thing go, we could, in the course of a few years, double the output in our industry.

"I want to call attention, in closing, to the fact that a gentleman whom I have known for thirty years went over to London and Paris some years ago and secured contracts for advertising from French and English perfumers to promote the sale of foreign goods in this market. He took back advertising contracts from London to the extent of \$15,000 for English perfumery, and he took back contracts for advertising from Paris of \$32,500, making the total amount involved in the advertising brought back from Europe to be expended in this country of \$47,500. Owing to the passage of the McKinley Bill, however, these amounts were not expended.

"We have talked this thing over several times, and we have figured that it requires about \$3,000 to begin this campaign successfully, and in the course of a few years I am sure that much practical good would result from such a propaganda.

"How much would you subscribe to increase your business 50 per cent. inside of three years; and if you feel that you can increase your business, what is there to hinder you from doing it? Thousands and thousands of fortunes have been made on just such lines, by an expensive campaign of publicity and advertising, and why should we not do it?

"In order to put this matter in concrete form, I move that we appropriate \$500 from the funds of the Association, and that the subscriptions to this fund, which have been tentatively promised, be gathered in, and the Executive Committee be empowered to take action."

Mr. Lind and Mr. Henderson favored the idea, and Mr. Spieghel suggested that the amount be made \$1,000. Remarks also were made by Mr. McConnell, Mr. Bradley and Mr. Hathaway, the latter remarking:

"I believe that there is a popular feeling among many people that the use of perfume is rather a vulgar habit. That, of course, we know is wrong. The use of a fine perfume is very much like the carrying of a bouquet of fine flowers, and the more we can educate the people along these lines the better, and as long as we educate the people to use American perfumes, and educate them to believe that they are as good as any that are made anywhere in the world, the business of the American perfumer will grow."

Mr. Ricksecker's motion was then put to vote and adopted. Following this seventeen subscriptions of \$50 each were given by associate members of the association and THE AMERICAN PERFUMER.

Five new members were elected, one active and four associate. The first named below is active and the others are associates:

Wm. H. Brown & Bro. Co., Baltimore, Md.

Warner Bros. Co., Hartford, Conn.

Hymes Bros. Co., New York City.

Dunn & Kruse, New York City.

Fabrique de Produits, Chimiques Flora, S. A., Dubendorf (Zurich), Switzerland. (T. H. Grossmith, Am. Agt.)

The total now is 31 active members and 66 associates. F. F. Ingram, of Detroit, chairman of the committee on freight and transportation, sent a report regarding the work of the Postal Express Federation, which is actively engaged in promoting the work of getting better rates upon small parcels and urged the association to support its efforts in a substantial way. The express companies, he reported, already have agreed to make substantial re-

ductions. He urged also fresh and continued activity in promoting the fight for a parcels post.

F. F. Ingram, Jr., delivered an interesting address on: "Merchandise Accounting in the Perfumery Business."

Another paper was by Joseph H. Brohel, of Rochester, on "The Cost of Accounting in the Perfumery Business."

There was considerable discussion regarding the Chemical Schedule Revision Bill, the hearings on which are reported on page 35.

THEATRE PARTY AND BANQUET.

We have attended the last few conventions of the Perfumers' Association, but we must say, with all due reference to the Entertainment Committees of the past, that this year's banquet was the most instructive and entertaining of all, and the theatre party and supper filled a delightful evening. The Entertainment Committee, under the leadership of Mr. Edward V. Killeen, is entitled to great credit for arranging these affairs which passed off so smoothly.

The presence of a number of ladies, of the families of the members, in the boxes during the speech-making, gave an added charm to the affair.

Many well-known men in the trade were present, and as they are generally seen together only on these occasions, we have published, as a supplement to this issue, a full-size reproduction of the photograph taken at the banquet, so that those who were unavoidably absent from this interesting function, may scrutinize this supplement carefully, and imagine themselves back with the happy throng.

At the speaker's table will be seen President Bradley (the third from the left) with Mr. Kuo, on his left. At the time the photograph was taken Mr. Brisbane and Mr. Shuster had not yet arrived.

The speakers were P. W. Kuo, president of the Chinese Students' Alliance of the United States, on "Conditions of Unrest in China." W. Morgan Shuster, ex-treasurer-general of Persia, on "Conditions of Unrest in Persia." Arthur Brisbane, on "Conditions of Unrest in the United States."

"Now, we have unrest," said Mr. Shuster, in part, "in the most stable, powerful and enlightened governments. I believe that the institutions of the United States of America are themselves most representative. I believe that in isolated cases the institutions of this Government may break down, and for a time fail to catch up with, or represent the real feelings and aspirations of our people, but I do not believe that we will ever solve the problems of that nature, or any other nature in our country, whatever the apparent unrest involved, by departing from the fundamental principles of law, and equity, and justice, upon which this nation has reached its present state of prosperity."

Mr. Kuo, in his address, said in part: "It seems to me that this economic unrest is only the result of another phase of unrest which is now going on in China, and which is one that seems to me even more important and of greater moment than the economic phase of the unrest, and that phase, to which I refer, I will call the intellectual unrest. With the introduction of modern ideas, with the coming into contact with the Western people there has come to our people during the last fifty years an awakening, a realization of the fact that the ideas and philosophy which our people have followed for centuries was not quite satisfactory, and the result has been that many of our people have become dissatisfied with their own ideas. Therefore, a number of our temples have been turned into schools.

"I think I am voicing the sentiment of our people when I say that they wish that there shall be a much closer relationship between the United States, the republic on this side of the Pacific Ocean and the new-born republic on the other side of the Pacific Ocean." (Great Applause.)

Mr. Brisbane said in part:

"I thought, really, when I came here I was going to talk about perfumery, and so I posted myself to a certain extent on that subject. I found that the best perfumes

are made of flowers ground up with lard—the lard steals the perfume of the flowers in the way that the butter in your refrigerator steals the perfume of the fish—and if the manufacturers want to make the perfumes better, they mix this perfumed lard with alcohol, and they get something still stronger.

"Now, I am going to rehearse my knowledge on this subject to a certain extent, because I expect to write upon it in the near future. Then, this being America, the land of the wooden nutmeg, when they want to get something very good, indeed, in the way of a perfume, they hire a chemist who tells him that there are twenty-three different chemical ingredients in a rose, and the chemist makes the whole twenty-three ingredients and adds these ingredients to the compound.

"Now, the Chinese, strange to say—this I have learned from Mr. Kuo, who knows everything—care nothing about perfume, although they have begun to buy our perfumes among other goods. Previous to recent times their interest in perfume was confined to the burning of incense in families and temples.

"The Chinese, before they send us the little sac taken from the musk deer, put into it a hypodermic needle, and pull out all the musk, which they sell to somebody else, and fill up that ball with a compound and sell it to us. (Laughter and applause.) The manufacture of nutmegs as conducted in America, was all right, but I think we could learn a great deal if we watched the gathering of musk in China.

"You men engaged in producing perfumes are the men who are going to cover this earth with flowers.

"My father described to me the wonderful fields of roses in Turkey—he went on horseback from Berlin to Turkey in 1830, and went through miles of beautiful rose fields, where they gathered the roses to manufacture the otto of roses, which you sell. Every man engaged in any kind of business likes to feel that he is doing something above merely making money, that he is doing something which will add to the ultimate elevation of humanity.

MEMBERS IN ATTENDANCE.

Active Members.

Babcock Co., A. P. (New York). Represented by Lewis E. K. White, H. Henry Bertram.
 Bradley & Son, D. R. (New York). Represented by Wm. A. Bradley.
 Brown & Bros. Co., Wm. H. (Baltimore, Md.) Represented by F. A. Ohrenschall.
 Calisher & Co. (New York). Represented by A. B. Calisher.
 Colgate & Co. (New York). Represented by Walter T. Hathaway.
 Goetting & Co. (New York). Represented by David H. McConnell, Alexander D. Henderson.
 Hanson-Jenks Co. (New York). Represented by Stanton I. Hanson.
 Hilbert & Co., A. J. (Milwaukee, Wis.). Represented by Augustin J. Hilbert.
 Hudnut, Richard (New York). Represented by Edwin Ross.
 Ingram Co., F. F. (Detroit, Mich.). Represented by F. F. Ingram, Jr.
 Lazell, Perfumer (New York). Represented by Frank C. Carpenter, V. D. Goring.
 Lundborg Co. (New York). Represented by W. Cromwell Price.
 Macy & Co., R. H. (New York). Represented by C. A. Myers.
 Michigan Drug Co. (Detroit, Mich.). Represented by James E. Davis.
 Plexo Preparations, Inc. (New York). Represented by A. F. Knowles.
 Ricksecker Co., The, Theo. (New York). Represented by Theodore Ricksecker, Frank B. Marsh.
 Royce Co., The Abner (Cleveland, Ohio). Represented by S. S. West.
 Schandain & Lind (Philadelphia, Pa.). Represented by Monroe P. Lind.
 Selick, C. H. (New York). Represented by George Selick.

Smith, Kline & French Co., The (Philadelphia, Pa.). Represented by J. Clifton Buck.
 Spiehler, Inc., Adolph (Rochester, N. Y.). Represented by A. M. Spiehler, Oscar B. Spiehler.
 Stearns & Co., Frederick (Detroit, Mich.). Represented by F. K. Stearns.

United Perfume Co. (Boston, Mass.). Represented by George Hall.

Warner & Co., William R. (Philadelphia, Pa.). Represented by G. A. Pfeiffer, E. Kollenbach.

Associate Members.

American Stopper Co. (Brooklyn, N. Y.). Represented by C. E. E. Whiteley, Jos. Levison.

Bellaire Bottle Co. (Bellaire, Ohio). Represented by E. C. Van Slyke.

Bernard-Escoffier Fils (Grasse, France). Represented by George V. Gross, W. A. Sherry.

Bertrand Freres (Grasse, France). Represented by Clayton Rockhill, Carl L. Vietor, Julian W. Lyon.

Bomeisler, Carl (New York). Represented by Carl Bomeisler, O. Sandhelm.

Brass Goods Mfg. Co. (Brooklyn, N. Y.). Represented by F. S. Hyatt.

Buedingen Box & Label Co. (Rochester, N. Y.). Represented by William H. Green, William S. Addison.

Bush & Co., Inc., W. J. (New York). Represented by R. S. Swinton.

Carr-Lowrey Glass Co. (Baltimore, Md.). Represented by A. F. Kammer.

Chiris, Antoine (Grasse, France). Represented by Burton T. Bush, Pierre Cunisset-Carnot.

Court, Bruno (Grasse, France). Represented by Charles Munton, Warren E. Burns.

Dodge & Olcott (New York). Represented by C. Beilstein, A. G. Moore.

Dunn & Kruse (New York). Represented by William F. Kruse.

Dupont, Justin (Argenteuil S. & O., France). Represented by Edwin H. Burr, George Silver.

Fritzsche Brothers (New York). Represented by Carl Brucker, Richard F. Fischer, Julius Koehler.

Grossmith, T. H. (New York). Represented by T. H. Grossmith.

Heine & Co. (New York). Represented by F. E. Toennies.

Hutchinson, D. W. (New York). Represented by D. W. Hutchinson.

Jeanard Fils & Co. (Cannes, France). Represented by F. H. Ungerer, P. R. Dreyer, C. A. Russell, E. Trippe.

Jeanette Glass Co. (Jeanette, Pa.). Represented by H. W. Nitman.

Kramp & Co. (Offenbach, Germany). Represented by N. Stern.

Lautier Fils (Grasse, France). Represented by George Lueders, Edward V. Killeen, G. Naumann, Ferdinand Weber.

Lorscheider Co., E. N. (Rochester, N. Y.). Represented by Frederick Schang.

Metal Package Co. (Brooklyn, N. Y.). Represented by Alfred E. Bruns, Charles E. Cramer-Roberts.

Mühlethaler Co., The (Nyon, Switzerland). Represented by Donald Wilson.

Naef & Co., M. (Geneva, Switzerland). Represented by F. H. Ungerer, P. R. Dreyer, C. A. Russell, E. Trippe.

National Aniline & Chemical Co. (New York). Represented by C. H. Alker.

Roure-Bertrand Fils. (Grasse, France). Represented by Edwin H. Burr, George Silver.

Swindell Bros. (Baltimore, Md.). Represented by W. E. Swindell, H. O. Brawner.

Synfleur Scientific Laboratories (Monticello, N. Y.). Represented by Alois von Isakovics.

Ungerer & Co. (New York). Represented by F. H. Ungerer, P. R. Dreyer, C. A. Russell, E. Trippe.

Van Dyk & Co. (New York). Represented by Samuel Iserman, Max Iserman.

Waterbury Paper Box Co. (Waterbury, Conn.). Represented by H. H. Heminway, Frederick L. Butz.

Whittaker Co., W. H. (New York). Represented by Samuel H. Clark.

Young Co., Richard (New York). Represented by James M. Montgomery.

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THE MANUFACTURING PERFUMERS' ASSOCIATION OF

Plaza Hotel, New York, April 11, 1912

Supplement to The American Perfumer and Essential Oil Review, April, 1912



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OBJECTIONS TO REVISED CHEMICAL SCHEDULE

Perfumery, Soap and Other Trades Represented at the Hearings at Washington, D.C.

The hearings by the Finance Committee of the Senate upon the Chemical Schedule Revision Bill were concluded at Washington last month, but consideration of the measure had not been taken up for conclusive purposes at last reports. There was a preliminary delay due to waiting for copies of the hearings for the perusal of Senators who did not attend the hearings to enable them to become conversant with the arguments offered by the protestants against the passage of the bill. Other duties also have intervened, the Sugar Tariff Bill hearings have taken up time and on April 10 there was no indication of immediate action on the Chemical Schedule.

Prominent men in all the branches affected appeared before the Finance Committee and George F. Merrell, vice-president of the Chicago Perfumery, Soap and Extract Makers' Club, was on hand to represent the industries named.

E. E. Arnold, of Providence, made a formal, detailed statement regarding soda ash, caustic soda and bleaching powders, going into the history of the industry and pointing out reasons for the wisdom of protecting the manufacturers from British and other competition.

Frank E. Clausen, of Ridgway, N. J., in discussing acetate of lime, attacked the bill for not discriminating between crude and refined products. He urged that there was no demand for a reduction upon wood alcohol and other wood chemicals.

THE PERFUMERS' SIDE OF THE CASE.

Theodore Ricksecker, of New York, who appeared on behalf of the Manufacturing Perfumers' Association, made a long and convincing argument against the Revision Bill. He began by telling the Senators the history of his experiences with tariff reductions, by which there had been a reduction of from 40 to 30 per cent. alone in the duties on certain toilet articles, especially tooth brushes. These reductions in the tariff, he said, practically had put the American manufacturers out of business.

In his argument Mr. Ricksecker presented a contrast between the policy now sought to be adopted under the laws of the United States of discriminating against American manufacturers and in favor of foreigners. A contrary policy was pursued by other nations, he said. For instance, some years ago he made a small shipment of perfumery to Berlin and as soon as the consignment of American goods was displayed in the shop windows of Berlin establishments the Reichstag promptly proceeded to increase the duties on perfumery imports in order to shut out the American perfumery.

Mr. Ricksecker attacked those principles in paragraphs 51 and 54 of the schedule covering oils, essential, etc., that are materials which enter into the manufacture of perfumes, and are for the most part not produced in the United States. He declared that these articles are raw materials of the industry and are not luxuries and are used in the raw state. Some of them, it is true, are used in medicinal compounds and in the arts.

Mr. Ricksecker also called attention to the imperfection in the bill as it passed the House in that it did not take into account the most excessive tax the laws impose upon the materials of any industry, namely, the tax on alcohol. He declared that the perfume manufacturers of the country paid at least \$1,000,000 annually in taxes on alcohol consumed in their industry. All the articles he mentioned are now on the free list and no reason has been given, he maintained, for transferring them to the dutiable list. There is sharp competition in the manufacture of perfumes in this country and no combination. The result of placing the materials on the dutiable list would be greatly to discourage, cripple and perhaps destroy the perfume industry.

W. H. Wadhams, of the Babbitt Soap Co., representing the Conference of Soap Manufacturers, began the discussion of paragraphs 50, 51 and 69. He vigorously attacked the proposed changes in the bill for transferring from the

free list to the dutiable list coconut oil, palm oil, etc., and also the changes in duties on potash, rosin, etc., and the essential oils that are subjected to new duties or increased duties under the pending bill.

Answering a direct question by Chairman Penrose, Mr. Wadhams said the manufacturers of common soaps were making no objection to the reduction of 5 per cent. in the duties on common soaps, believing that such reduction was in no way inimical to the domestic industry.

L. H. Waltke, of St. Louis, closed the discussion by making corroborative statements regarding many features of the protest.

The arguments advanced in behalf of the soap manufacturers are given in the petition adopted at their conference, which will be found in the report of that meeting on a following page.

Alfred A. Du Ban, of Philadelphia, representing the Southwark Manufacturing Co., asked the committee to consider carefully sections 17 and 74 of the pending bill, wherein confusion is caused by the House bill not recognizing the fact that white and paris chalk and products of that kind are simply whitening and should be treated as such in a tariff measure.

INCONSISTENCIES AS TO RAW MATERIALS.

Considerable time was devoted at one of the hearings to protesting against the inconsistencies in the bill, notably in the matter of transferring raw materials of foreign origin from the free list to the dutiable list and making no corresponding reductions on the finished products.

In this phase of the discussion a statement was made by Max Zinkeisen, of New York, who discussed particularly paragraphs 2, 32, 37, 50, 51 and 54 with respect to the materials entering into the manufacture of perfumery, etc., as well as into paints, varnishes, and other products, and into medicinal compounds, which policy, he declared, would be helpful to the foreign manufacturer and work to the disadvantage of the American manufacturer.

Mr. Zinkeisen said that as a result of the expiration of patents abroad American manufacturers were now able to establish important industries in this country if the materials are not subjected to undue customs duties. He showed that in respect to some features of paragraph 37 confusion and disadvantage would arise, wherein, for example, gum arabic, of which there are various types, is subjected to duty and difficulties would certainly confront importers and the government in making application of classifications for the assessment of these duties. He made similar comment regarding the policy adopted in the bill as to duties on other articles.

On behalf of the American Olive Co., of Los Angeles, Senator George C. Perkins, of California, presents to the committee a statement prepared by that company, which discusses the production of oil olives in California, freight rates, the prevailing prices of olive oil and protests against the changes proposed in the bill.

SOAP MANUFACTURERS CONFER TO PROTEST AGAINST CHANGES IN THE TARIFF.

A goodly company of representatives of soap manufacturers assembled in Washington, D. C., on March 19, to make an organized protest against proposed changes in the Chemical Schedule which would be injurious to the trade. Frederick Brennan, of the N. K. Fairbank Co., Chicago, was elected chairman; W. H. Wadhams, of B. T. Babbitt, Inc., New York, secretary, and James Beach, of James Beach & Son, Dubuque, Iowa, treasurer.

The following committee was appointed to prepare a protest to the Finance Committee of the Senate against objectionable items in the Chemical Schedule Revision Bill: George Schroeder, of James S. Kirk & Co., Chicago; Mr. Wadhams, the secretary; J. R. Collingwood, of Fels &

Co.; Philadelphia; Louis H. Waltke, of William Waltke & Co., St. Louis; G. F. Merrell, of Allen B. Wrisley & Co., Chicago; Mr. Brennan, the chairman, ex-officio.

Thomas P. Sullivan and Paul Findlay, representing the National Retail Grocers' Association, addressed the conference and explained the relation of the proposed changes to the retail trade in the matter of selling soaps.

A permanent committee, to be called the Committee on Conference was authorized and the following five gentlemen were elected as its members: Harry W. Brown, of the Procter & Gamble Co., Messrs. Brennan, Collingwood, Waltke and Wadhams.

A resolution was adopted asking that firms in the trade send \$15 each for expenses to the treasurer, James Beach, at Dubuque, Iowa.

The committee on protest reported the petition prepared for the Senate and Messrs. Wadhams and Waltke were deputized to appear before the Senate Finance Committee to present it. These gentlemen made addresses at the Senate hearing later and read the petition, which bore the signatures of Chairman Brennan, Secretary Wadhams and more than seventy manufacturers, as follows: B. J. Johnson Soap Co., Milwaukee, Wis.; A. Hoefner & Sons, Buffalo, N. Y.; James Beach & Sons, Dubuque, Iowa; Robert Hamilton & Son, Philadelphia, Pa.; Day & Frick, Philadelphia, Pa.; Beach Soap Co., Lawrence, Mass.; The White & Bagley Co., Worcester, Mass.; F. Kenney Manufacturing Co., Boston, Mass.; Lysander Kemp & Sons, Cambridge, Mass.; Lever Bros. Co., Cambridge, Mass.; the Fairchild & Shelton Co., Bridgeport, Conn.; the J. B. Williams Co., Glastonbury, Conn.; Thos. Gill Soap Co., Brooklyn, N. Y.; Jones Bros. Co., Brooklyn, N. Y.; Manhattan Soap Co., New York, N. Y.; John T. Stanley, New York, N. Y.; Mulhens & Kropff, New York, N. Y.; Pacific Coast Borax Co., New York, N. Y.; Lightfoot Schultz Co., New York, N. Y.; Christian Bros. Soap Co., Albany, N. Y.; Granite City Soap Co., Newburgh, N. Y.; Rome Soap Co., Rome, N. Y.; Harris Soap Co., Buffalo, N. Y.; the Holbrook Manufacturing Co., Jersey City, N. J.; the Seydell Manufacturing Co., Jersey City, N. J.; the Thompson & Chute Soap Co., Toledo, Ohio; the Phoenix Oil Co., Cleveland, Ohio; the Central Soap Manufacturing Co., Cleveland, Ohio; the Thomas Ross & Bros. Soap Co., Columbus, Ohio; the Hewitt Bros. Soap Co., Dayton Ohio; the Cincinnati Soap Co., Cincinnati, Ohio; United States Soap Co., Cincinnati, Ohio; the Ryan Soap Co., Cincinnati, Ohio; the Yale Soap & Refining Co., Cincinnati, Ohio; Summit City Soap Works, Fort Wayne, Ind.; Crescent Soap Co., Indianapolis, Ind.; the Williams Soap Co., Indianapolis, Ind.; Kalamazoo Soap Co., Kalamazoo, Mich.; Detroit Soap Co., Detroit, Mich.; Haskins Bros. & Co., Omaha, Neb.; Burlington Soap Co., Burlington, Iowa; Iowa Soap Co., Burlington, Iowa; Independent Soap Co., Eagle Grove, Iowa; Magic Keller Soap Works, New Orleans, La.; National Soap Co., Leavenworth, Kan.; Mt. Hood Soap Co., Portland, Ore.; Luckel, King & Cake Co., Portland, Ore.; Citrus Soap Co., San Diego, Cal.; Sacramento Soap Co., Sacramento, Cal.; Los Angeles Soap Co., Los Angeles, Cal.; Commercial Soap Co., Reno, Nev.

The petition to Congress reviewed the soap industry and went into elaborate details with statistics showing why some of the changes would be injurious to the trade. Following are some of the more important statements in the petition:

"It is submitted as a general proposition that there should be no increase in duties on raw materials which enter into the manufacture of common or laundry soap, which is a necessity of life. The various items which will hereinafter be dwelt upon, and upon which increases are proposed, are all used as basic raw materials in the manufacture of such soaps. It is not believed by the soap industry that it is the purpose of Congress to increase the tariff upon such materials and thus increase, rather than decrease, the already burdensome cost of living.

"It is difficult to understand what purpose can be subserved by placing a duty upon the raw materials which must, in the end, have the effect to increase to the consuming public the cost of the everyday common or laundry soaps in general use by the people. These common soaps are used not only for laundry purposes, but also by great numbers of people for general toilet purposes.

"It has been the fixed policy of the government to place the burden of revenue upon the luxuries and not upon the necessities of life. There can be no benefit to, nor will it 'encourage' the industries of the United States to make the proposed increases. The soap making industry has been built up in reliance upon the policy of free admission of basic raw materials.

"There is keen competition among soap manufacturers in all sections of the country. This competition compels each manufacturer to give the largest possible cake or the best possible quality or the lowest possible price, or all of these; otherwise his volume of business cannot be increased or even maintained. The prices to consumers of the common and laundry soaps we are discussing run between 2½ and 5 cents per cake or bar.

"The labor employed in the soap factories is principally unskilled. The wages paid average from \$1.75 to \$2 per day. The cost of raw materials is a more important item in the cost of soap than is the cost of labor.

COCOANUT OIL.

"Cocconut oil should remain on the free list where it is now, and, so far as can be ascertained, always has been. This oil is almost entirely produced in the East Indies and other foreign countries. Cocconut oil was for many years chiefly used in the manufacture of the better grades of toilet and bath soaps. Relying upon the continued supply of duty free cocconut oil, that oil has been more and more used in the manufacture of common or laundry soaps, and now constitutes one of the principal ingredients thereof. The public has reaped the benefit of these improvements. The price of cocconut oil, however, with its enlarged use, has steadily advanced and today is at a point where it would be impossible to furnish a soap of the present superior quality at current prices if a duty is imposed upon cocconut oil.

"Where hard water is used, the use of cocconut oil is essential to obtain a good lathering or cleansing soap. This is also true where salt water must be used. So that, in large sections of the country and on seagoing vessels, cocconut oil soaps are indispensable. The imposition of a duty on cocconut oil will result in increasing the price, or diminishing the quantity at a given price, of soaps of the character described. It will in nowise benefit the insignificant copra crushing industry in this country, because it should be expressed within a short time after the gathering of the copra. For this reason the oil produced in the East Indies and other foreign countries is of superior grade for soap making purposes, whereas the oil expressed here is inferior in quality, because the oil expressing industry is so distantly situated from the copra gathering sections.

"It is proposed to impose a duty of ¼ cent per pound upon cocconut oil. The public has become accustomed to the sale to them of a certain sized cake of soap at a fixed price. The trade conditions which have thus been established, through custom and long usage, would not permit an increase of this price. The necessary result, therefore, would be that the size of the cake of soap would have to be reduced and the burden would fall upon the consuming public.

PALM OIL, PALM KERNEL OIL, SOYA BEAN OIL.

"It is proposed to impose a duty of ¼ cent per pound upon the above oils, which are now on the free list. They are largely used in the manufacture of common or laundry soaps, and the arguments herein presented with respect to duty free cocconut oil are applicable in the same degree to them.

"Attention is respectfully directed to an error at page 280 of the Majority Report of the House Committee on Ways and Means, under 'remarks,' where it is stated 'no palm kernel oil seems to be imported.' This error has obviously arisen from the fact that prior to 1911 palm kernel oil was not separately listed, but included under 'all other fixed or expressed oils.' It appears from the 'Monthly Summary of Commerce and Finance of the United States,' published by the Department of Commerce and Labor, for December, 1911, that 11,201,039 pounds of palm kernel oil were imported during the period from July 1, 1911, to December 31 of the same year. (See page 842.)

"Olive Oil (rendered unfit for use as food or for any but mechanical or manufacturing purposes).

"It is now proposed to impose a duty of $\frac{3}{4}$ cent per pound upon the olive oil above, which is now on the free list and is one of the elementary raw materials used in the manufacture of common or laundry soaps.

"None of the oils referred to in this statement and used for soap making are produced from products grown in this country.

ESSENTIAL OILS.

"Bergamot, Caraway, Citronella, Lemon Grass, Lavender, Aspic or Spike Lavender, Rosemary or Anthoss, Thyme, Oil of Mace (distilled), Oil of Geranium and Palma Rosa.

"It is proposed to impose a duty of 20 per centum ad valorem upon all of these oils, with the exception of Oil of Mace, Oil of Geranium and Palma Rosa, which will be hereafter separately discussed. These oils have all been heretofore and are now upon the free list. Under the Payne bill the House of Representatives imposed a duty of 25 per centum ad valorem; but this was amended by the Senate and they were placed upon the free list.

"Believing that the change of classification now proposed is due to a misunderstanding of the nature and use of these oils, we respectfully urge their restoration to the free list. They are the essential oils most commonly used in the manufacture of common or laundry soaps to overcome the odor of the tallow, and for this reason doubtless were included in the free list in the existing and preceding laws. They are not expensive and refined perfumes, such as are used in fancy toilet soaps or perfumes, but are necessary ingredients of the common soaps used by the great mass of the people throughout this country. There is no reason, therefore, why they should be classed with or taxed as luxuries.

OIL OF MACE.

"It is proposed to impose a duty of 8 cents per pound upon mace oil (oil of mace) under Par. 50 of the pending bill. The oil is of two kinds, namely, expressed and distilled. The oil of mace used by soap makers is a *distilled* oil now on the free list, of the same general character as the distilled oils above mentioned. It should be included in the same classification. The distilled oil is out of place in Par. 50, which applies to *expressed* oils. It is properly included, under the present law, with other essential oils distilled under Par. 639.

"The proposed duty on *expressed* oil of mace is not opposed by the soap making industry, as they do not use the expressed oil. There is danger, however, that Par. 50 of the pending bill, if enacted, may take oil of mace off the free list. It is, therefore, respectfully suggested that in order to straighten this out, the word '*expressed*' be inserted in parentheses after the words '*mace oil*' in Par. 50 of the pending bill, and that the word '*distilled*' be inserted after the word '*mace*' as it appears in the free list in Par. 639 of the present law.

OIL OF GERANIUM AND PALMA ROSA.

"It is proposed to reduce the duties upon these oils from

25 to 20 per centum ad valorem. This reduction is effected by the change in the duty imposed upon essential distilled oils not specially provided for. These oils also are largely used in the manufacture of common or laundry soaps, and should, therefore, be placed upon the free list with other essential oils used for the same purpose and above enumerated.

ALKALIES.

"Carbonate of potash, hydrate of or caustic potash not including refined in sticks or rolls.

"It is proposed to impose a duty of $\frac{1}{2}$ cent per pound upon carbonate of potash, and of $\frac{6}{10}$ cent per pound upon the hydrate of (caustic) potash. These materials have heretofore been upon the free list, where they should remain. They are largely used in the manufacture of common soaps and soaps used in the textile industries.

RESIN.

"It is proposed to impose a duty of 10 per centum ad valorem upon gum resin (rosin). The pending bill in imposing this duty does not differentiate between the refined gum resin mentioned in Par. 20 of the existing law—which imposes a duty of $\frac{1}{4}$ cent per pound plus 10 per centum ad valorem—and ordinary unrefined gum resin (rosin) used for commercial purposes and heretofore upon the free list under Par. 559 of the existing law. It is obvious from a comparison of Par. 28 of the pending bill with Par. 20 of the existing law that it was the intention to reduce the duty on refined resin by $\frac{1}{4}$ cent per pound. The soap manufacturers have no objection to such reduction on refined resin; but it should be made clear that such duty does not apply to crude resin by the insertion, after the words '*gum resin*' in Par. 37 of the pending bill of the words '*except such as is commonly used for soap making*.' The resin used by the soap making industry is the residue after the distillation of turpentine.

"The ordinary gum resin, which is the residue after the distillation of turpentine, should properly be classed with turpentine, which remains upon the free list.

EFFECT OF PROPOSED DUTIES ON COST OF LAUNDRY SOAP.

"Using as a basis the standard box of 100 cakes of 12 ounces each, it is estimated that the increase in the cost resulting from the proposed duties would be:

"In the case of cocoanut oil, palm oil, palm kernel oil and soya bean oil, about 12 cents per box, or $\frac{1}{8}$ cent per cake.

"In the case of the essential oils, about 1 cent per box.

"In the case of Resin, about 8 cents per box, or $\frac{1}{12}$ cent per cake.

"The total increase would be about 21 cents per box, or nearly $\frac{1}{4}$ cent per cake.

"In view of the fact that common laundry soap must be considered one of the prime necessities of life, the National Conference of Soap Manufacturers urges respectfully upon your honorable committee that, under the circumstances, the principal ingredients entering into the manufacture of those soaps should be free from duty."

MARKET FLUCTUATIONS OF SICILIAN ESSENTIAL OILS*

By CONSUL ARTHUR GARRELS, Catania, Italy

It appears that neither crops nor legitimate business conditions warrant the present high price of oil of lemon. This may be attributed to local speculation and market manipulation, made possible by the general prosperity of the industry.

An unusual feature enters into this year's trading. A number of outsiders—that is, persons not regularly engaged in the business—came in to the market as speculators by buying and selling "futures." This action had a tendency to stimulate prices, which were later further advanced when the actual producers of oil "squeezed" those speculative "shorts" who could not settle their contracts by the payment of cash differences but were compelled to

deliver oil under such of their contracts as had fallen into the hands of legitimate dealers. There is no question but that the general financial prosperity of the producers has tended to strengthen a "bull" movement by placing them in a position to withhold their products from the market.

It is held by some that certain natural conditions in the legitimate trade, while not of such a character as to warrant an excessive price, have nevertheless contributed to the advance over last year. Among instances cited are the generally higher prices of all commodities in the world's markets, the increased cost of local labor, and the covering of legitimate "short" interests among actual producers.

The circumstances responsible for the short supplies of producers are supposedly as follows: Many manufac-

*From Consul Garrels' report of February 26, 1912, published in the Daily Consular Reports on April 9, 1912.

turers buy their lemons under an old conventional method known as a *colpo* (by glance). By this system the product of a whole orchard is bought for a lump sum, the amount paid being based on the producer's judgment as to the possible yield, the "guess" often being made several months before the fruit is ripe. It is maintained that in many instances this season the yield did not, by a fairly large margin, approximate the basis upon which it was bought. This fact, if true, not only increased the price of the producer's raw material but also found him lacking sufficient fruit to meet the demands of his existing contracts. It is also maintained that the fruit itself, when finally picked, was deficient in oil, this condition being due, it is said, to a protracted period of high winds which occasioned friction among the young fruit on the trees and caused a portion of the oil to evaporate.

Several pertinent features have entered into local lemon-oil production which did not obtain a few years ago. The advent of the Camera Agrumaria (the government monopoly of citrate of lime) created an ever-ready source of revenue for the producer of citrate of lime (the output of which goes hand in hand with the production of oil) by enabling him to realize, in cash, on the market value of his output immediately upon delivery to the chamber's warehouses. This places the manufacturer in a position to enter the better into any desired market manipulation of oil of lemon.

The earthquake of Messina in December, 1908, dissolved a common recognized market center for the commodity into a number of scattered market centers. This tended to lessen the possibility of maintaining a more fixed standard of price. Another important, permanent factor which enters into the production of oil of lemon, irrespective of conditions depending directly upon the crop, and which affects the quality of oil produced, is the price and demand abroad for fresh lemons. When the export demand is good and is coupled with high prices, a larger amount of fruit is diverted into foreign channels than when export conditions are not so favorable.

In a consideration of any features incident to the production of Sicilian lemons and their by-products, it is well to bear in mind the complexity of the basic principles underlying these industries. While there are apparently five or six well-defined phases of the industry (growing the lemons, manufacturing by-products, jobbing and exporting such by-products, preparing and exporting fresh fruit and peels in brine), the business is not organized

along definite lines. A grower, for instance, may be only a grower or he may be engaged in one or all of the other lines; a manufacturer of by-products may also be an exporter of fresh fruit, etc. This condition naturally creates a diversity of bases of costs and thus precludes the possibility of any general, definite ratio between cost and selling price. When there is added to this the facts that the underlying basic unit of value—the cost of producing a crop of lemons—is always an unknown quantity, that the business in none of its producing phases proceeds along generally recognized scientific economic lines, that contracts for future delivery must always be of a highly speculative nature, it will readily be understood how difficult it is sometimes to arrive at even an acceptable, plausible explanation of abnormal prices and trade conditions.

OIL OF BERGAMOT.

The conditions governing the production of oil of bergamot are simpler than those pertaining to oil of lemon. The district in which the bergamot is cultivated is exceedingly limited; the persons engaged in the industry are comparatively few in number and have an almost exclusive monopoly of that essence. The world's demand for this article is steadily increasing, while the normal available supply has decreased some 40 per cent. during the last three years. When, in addition to these permanent causes for high prices, there are added crop curtailments coupled with the independent position of the producers, unprecedented high prices are easily accounted for.

The decline in the normal production is attributed to the facts that the earthquake of December, 1908, destroyed groves and that there is now less adulteration than formerly. Another important factor that tends to a steadily decreasing supply is that all of the bergamot trees are very old and that no young trees have been planted for many years. High winds, just at picking time this season, stripped the trees of fruit. The factories' capacity is inadequate to dispose immediately of any large quantity of fruit, and a great deal becomes unfit for manufacture through decay. The producers of oil of bergamot have received good prices during the last few years and are consequently in a position to withhold their oil and dispose of it at will. It is stated that a movement to cultivate the bergamot in Messina Province has begun by grafting bitter orange trees with scions of the bergamot. It will, however, be several years before any fruit of a commercial value can result.

OFFICIAL TESTS FOR FLAVORING EXTRACTS*

Upon the subject of "Flavoring Extracts," Mr. C. L. Winton, chairman of the committee of food adulteration of the Association of Official Agricultural Chemists, made the following report, which was adopted:

It is recommended:

(1) That the method of determining vanillin, coumarin, normal lead number, and residual color in one weighed portion, as proposed by Winton, Lott, and Berry, be provisionally adopted, changing the text of the method as adopted at the last meeting (Bul. 137, p. 68) so as to include the detail of precipitation at a standard temperature, 37 degs. to 40 degs. Cent. (Bul. 137, p. 120), and to make quantitative the provisional method for the determination of color in the filtrate, as given in Bulletin 107, Revised, page 159, 11 (b). (See following statement.)

Adopted.

Determination of color value of the extract.—Pipette 2 cc of the extract into a 50-cc graduated flask and make up to the mark with a mixture of equal parts of 95 per cent. alcohol and water. Determine the color value of this diluted extract in terms of red and yellow by means of a Lovibond tintometer, using the 1-inch cell. To obtain the

color value of the original extract, multiply the figures for each color by 25.

For example, a reading of 0.6 red and 2.1 yellow obtained on the diluted extract corresponds to a color value of 15 red and 52 yellow calculated to the original extract.

Determination of residual color after precipitation with lead acetate.—Determine the color value, in terms of red and yellow, of the filtrate from the lead acetate precipitate obtained in the determination of "vanillin and coumarin," using the 1-inch Lovibond cell. Multiply the reading by 2, thus reducing the results to the basis of the original extract.

In case the actual reading of the solution is greater than 5 red and 15 yellow, as may happen if the extract is highly colored with caramel, the one-half or one-quarter-inch cell should be employed and the readings multiplied, respectively, by 4 or by 8.

Divide the figures for red and yellow, respectively, by the corresponding figures of the original extract and multiply the quotients by 100, thus obtaining the percentages of the two colors remaining in the lead-acetate filtrate.

For example, if the color value of the original extract is 15 red and 52 yellow and the color value of the lead-acetate filtrate, also measured in the 1-inch cell, is 0.6 red and 2.4 yellow, then the residual color after precipitation with lead-acetate calculated to the basis of the original extract is 1.2 red and 4.8 yellow, or 8 per cent. of the red and 9.2 per cent. of the yellow.

*From circular No. 90, Bureau of Chemistry, giving extracts from the report of the proceedings of the Association of Official Agricultural Chemists, 1911, the recommendations being intended to affect the work of 1912.

Calculate also the ratio of red to yellow in both extract and lead filtrate.

(2) That the preceding method for determining vanillin, coumarin, normal lead number, and residual color in filtrate, in one weighed portion of sample, be further studied next year for special purpose of ascertaining the limits of composition of standard vanilla extracts.

Adopted.

(3) That Tolman's method for determining per cent. of color insoluble in amyl alcohol (Marsh reagent) be adopted as provisional, and that the text of the method as published in the Proceedings of the Association of Official Agricultural Chemist (Bul. 132, p. 99) be inserted as (c) under "11. Test for coloring matter," in Bulletin 107, Revised, page 159. Twenty-five cubic centimeters of the sample is sufficient for the test. It is further recommended that this method be studied next year for the purpose of determining the range of values for pure vanilla extracts.

Adopted.

(4) That the provisional and other methods for the determination of benzaldehyde in almond extract be further studied, with the view to determining the reliability of the methods and also the conditions under which aldehyde is oxidized to benzoic acid in commercial extracts, as well as the extent of such oxidation (Bul. 137, p. 74; Cir. 66, p. 21).

Adopted.

(5) That Mitchell's modification of the Seeker test for ginger be further studied.

Adopted.

The method reads as follows:

Extract the de-alcoholized sample and evaporate the ether as in the Seeker method (Bul. 137, p. 75; Cir. 66, p. 22). Add to the residue 10 or 12 drops of concentrated sulphuric acid and 5 mg. of vanillin. Mix thoroughly by rubbing with a glass rod; then allow a few drops of water to flow down into the mixture from the side of the dish. A persisting azure-blue color indicates ginger.

(6) That the method for the detection of capsicum in ginger extract, as proposed by Doyle, modifying the La Wall method, be adopted as provisional. The Doyle method is not essentially different from La Wall's. The details of procedure, however, are such as to make the test more positive and are set forth more clearly than in the latter method.

Approved and referred to the association for final action in 1912.

The following is a condensed statement of the method:

To 10 cc of the extract cautiously add dilute sodium hydroxid until the solution reacts very slightly alkaline with litmus paper. Evaporate at about 70 degs. Cent. to about one-quarter of the original volume, render slightly acid with dilute sulphuric acid, testing with litmus paper. Transfer to a separatory funnel, rinsing the evaporating dish with water, and extract with an equal volume of ether. Avoid emulsification, shaking the funnel gently for a minute or two. Draw off the lower layer and wash the ether extract once with about 10 cc of water. Transfer the washed ether extract to a small evaporating dish, render decidedly alkaline with alcoholic potassium hydroxid, and evaporate at about 70 degs. until the residue is pasty; then add about 20 cc more of half-normal alcoholic potash and allow to stand on a steam bath until the gingerol is completely saponified. Usually about one-half hour is required. Dissolve the residue in a little water and transfer with water to a small separatory funnel. The volume should not exceed 50 cc. Extract the alkaline solution with an equal volume of ether. Wash the ether extract repeatedly with small amounts of water until no alkaline reaction with litmus is given. Transfer the washed extract to a small evaporating dish, allowing the ether to evaporate spontaneously. Finally, test the residue for capsicum by moistening the tip of the finger, rubbing it around on the bottom and sides of the dish, and then applying the finger to the end of the tongue. A hot, stinging, or prickly sensation, which persists for several minutes, indicates capsicum or other foreign pungent substances.

(7) That the Street-Morrison method (Bul. 137, p. 76), and other available methods for examining and identifying the components of the total solids of ginger extracts, be a subject for study next year. Such a method is nec-

essary for proving adulteration in alcoholic extracts of ginger.

Adopted.

(8) That the subject of the determination of oil of nutmeg in nutmeg extract be studied further and that other methods be tried next year, as both of the methods tried this year proved utterly unreliable.

Adopted.

(9) That for the determination of oil of wintergreen in wintergreen extracts both of the following methods be further studied:

First. Howard's method as described in J. Ind. Eng. Chem., 1911, 3:252, using cold dilute sulphuric acid (1:2) for the floating medium.

Second. Hortvet and West's method of saponifying the oil and weighing as salicylic acid (J. Ind. Eng. Chem., 1909, 1:90).

Adopted.

(10) That the Howard method (Bul. 137, p. 76) for the determination of oil of peppermint in alcoholic solutions, which was adopted provisionally last year, be given further study. This method has been modified, in the interests of greater accuracy, by its author, and the new method is found in J. Ind. Eng. Chem., 1911, 3:252.

Adopted.

Fats and Oils.

It is recommended—

(1) That further work be done on the Emery method next year (U. S. Dept. Agr., Bureau of Animal Industry Cir. 132).

Adopted.

(2) That the provisional method for the preparation of samples be made official (Bul. 107, Rev., p. 129).

Approved for final action in 1912.

(3) That the referee for next year study the advisability of changing the official method for the determination of specific gravity at 100 degs. to a similar method at 75 degs. Cent.

Adopted.

(4) That method (c) Zeiss Butyro-Refractometer (Bul. 107, Rev., p. 132) be made official instead of provisional, as at present.

Approved for final action in 1912.

(5) That the provisional method for the melting point of fatty acids (Bul. 107, Rev., p. 135 (b)), be made to include the fat as well as the fatty acids and to read as follows:

Draw the melted fat or fatty acids into a thin-walled capillary tube, 1 inch or 2 inches long, according to the length of the bulb of the thermometer used. Seal one end of the tube and allow the fatty acids to cool on ice from 12 to 15 hours. Attach to the bulb of a delicate thermometer graduated to one-fifth of a degree, immerse in a large test tube of water surrounded by a beaker of water, and heat very slowly. An apparatus similar to that indicated for use in the Wiley method, but smaller, will prove satisfactory. The point at which the substance becomes transparent should be taken as the melting point.

Adopted, final action.

(6) That method "12. Determination of free fatty acids" (Bul. 107, Rev., p. 142), be made official instead of provisional, as at present.

Approved for final action in 1912.

(7) That the Halphen reaction for cottonseed oil (Bul. 107, Rev., p. 144, 17 (b)) be made official instead of provisional.

Approved for final action in 1912.

(8) That the Bechi or silver nitrate test for cottonseed oil (Bul. 107, Rev., p. 145, 17 (c)) be made official.

Approved for final action in 1912.

(9) That the Bandouin test for sesame oil (Bul. 107, Rev., p. 146, 17 (e)) be made official.

Approved for final action in 1912.

(10) That the Villavecchia test for sesame oil (Bul. 107, Rev., p. 146, 17 (f)) also be made official.

Approved for final action in 1912.

(11) That any cut appearing in the text of the chapter on fats and oils, Bulletin 107, Revised, be considered merely as an illustration and not as an integral part of the method.

Approved for final action in 1912.

BALSAM OF PERU

A Central American Contribution to the Pharmacopoeia

By ALBERT HALE, of Pan American Union Staff.

(Continued from page 11, March, 1912.)

The most popular method of obtaining the sap is to attach to the wound or window (*ventana*) a piece of cloth (*trapo*) of about a size to cover it, and sufficiently absorbent to become impregnated completely with balsam. The method adopted by rubber and chicle gatherers has been tried, in which small cups are placed directly under the wound so that the sap may run into them, but this does not seem to be acceptable to the natives. This cloth must be extremely clean, or otherwise the flow will not be steady, and the dirt on the cloth will make the further process an uneven one.

At the end of an uncertain period, 8 to 10 days according to the weather, the flow ceases, and it must be again stimulated by a second irritation. This is accomplished by applying heat to the tree by means of a burning torch, the preferred article being made from the best native wood available, say the laurel, for that purpose. Great skill is necessary in using this heat to get the right effect, for if the torch is approached too closely the balsam catches fire and will be itself consumed, while threatening the entire tree with destruction. Heat is applied every two months, and between each stimulus of this kind five or six cloths (*trapos*) are changed. A final collection of sap is obtained, in some cases, by scraping the wound and the various strata of bark down to the inner wood, and after reducing this bark to a powder, boiling out the residue in water.

The trees seem not to be materially injured by this mutilation, although if it is not expertly done serious damage is apt to result. Usually, however, they recuperate rapidly, the bark is restored, a crust or cicatrix grows over the wound, and the natural vigor continues. This scar must be scraped off down to the more delicate bark before the operation is to be repeated at the next gathering. The result of production is thus about the same from year to year. If more violent means are used, such as the complete denudation of the tree, a greater quantity of balsam is obtained at one time, but its quality is not so good, and the injury to the tree may destroy it. Only the freebooters of the guild resort to such illicit practices, and then at a time of the year—the winter season—when the better class of balsam gatherers are not at work in the forest.

Another trick of the trade is the adulteration of the crude balsam by mixing with it an amount of raw sugar, or the charred husks of cacao diluted in water. The man who purchases the crude balsam is on the lookout for such deceptions, and punishes any native guilty of this malpractice by withdrawal of credit account at his store. Perhaps the natural contrast between the efforts of the gatherer and the desire of the dealer, one seeking to get the better of the other, explains the fact that the two occupations are seldom successfully associated.

The life of the balsam tree is about one hundred years. The gathering of sap is begun at the age of twenty-five years and may be continued indefinitely, unless some accident to the tree occurs meanwhile. The annual gathering begins in December and lasts until June, but if the winter

is very dry, it may be continued throughout the year. The supply diminishes in February or March, when the tree is in blossom, and at this period the tree must be handled with due care. It has been found by long experience that the scar caused by a contusion heals within a year, but that from an incision three years are necessary for complete cicatrization. The rule is therefore observed that it is best to practice the bruising method as a matter of economy in time, but the incision method as a matter of conservation of the tree itself. All these fine points are farmers' lore, as animatedly discussed among the *balsameros* in the woods as are the soils and plantings for corn and coffee among more worldly agriculturists.

So far for the balsam crop. When at last all the sap has been collected, from one tree or a dozen of them, the pieces of cloth are loosened and at once placed in a kettle of water in which they are boiled for an hour; some of the impurities rise to the top of the water and are skimmed off, but the balsam is still retained in the meshes of the cloth. The pieces are then immediately, while quite hot, thrown into a primitive kind of press composed of a small meshed net of coarse cord or braid, in endless folds. The net is so arranged that loops are left at the outer edge of the mesh; by means of these the net is suspended from poles adjusted for that purpose, while through another loop a bar is passed, which serves as a lever to squeeze the net as it is rotated.

As the cloths (*trapos*) are squeezed the sap exudes and settles to the bottom of the kettle beneath, for the specific gravity of balsam is higher than water; the liquor on top can then be poured off, and what is called crude balsam (*balsamo bruto*) alone remains. This again must be purified before it is ready for shipment and a foreign market.

At this stage of crude balsam the gatherer delivers his goods to the dealer, who pays what it is worth at the moment, and from that time he assumes responsibility for the article and reaps his profit according to the price and its excellency.

Now for the finishing process. When the merchant receives the unclarified balsam, he puts it into a vat beneath which a slow fire is kept burning; as the viscous liquid is warmed, the water is driven off by evaporation and the organic impurities gather gradually on the surface. The mass must be kept almost constantly in motion, partly to encourage the evaporation, but principally to prevent a sudden ebullition of the stuff, which might be disastrous, for if it boiled over, a quantity would be lost, and if it caught fire, a portion would be destroyed and the remainder rendered of inferior grade.

After the clarification is completed the liquid is poured into rectangular tins, each containing about 55 pounds of balsam, and at last shipped to its European or American destination. By this time it has become the well-known article of commerce, and on its arrival at the pharmacist's needs but little more preparation to serve its purpose in medicine. Between the merchant and the dispensing druggist there is many a slip, however, and chance for adulter-

ation; to it may have been added other resins of cheaper character, castor oil, olive oil, or alcoholic extracts of several kinds. But chemists have learned how to discover these dishonest dealer's tricks, and there are fewer of them as the source of supply becomes better known.

A well-nourished balsam tree will yield on the average from 3 to 4 pounds of sap a year; the best of them, if cared for in anything like a modern agricultural system, can part with 8 pounds a year and still remain uninjured for the next season. From the savage plan of destroying the tree for the sake of its few extra pounds of balsam to this modern principle of conservation is a far cry, but the lesson has been learned by experience that the best results are obtained by moderate means, and, moreover, the Salvador Government has awakened to the fact that scientific agriculture is a valuable asset in the nation's wealth, and not only is encouraging thrift in the collection of forest products, but also is developing plans for reforestation of areas within the Republic already denuded of its natural growth. If the demand for balsam increases, it is probable that more systematic planting will be done under Government supervision.

A few general remarks about the tree and its celebrated product are worth attention. Only the inner bark yields true balsam, and then only that from the mature tree; although the immature tree does give juice, it is nevertheless thin, light, poor in quality, and of small commercial value. From the leaves comes only a volatile oil, and from the seeds a juice resembling balsam, but unsatisfactory for pharmaceutical purposes. No other part of the tree yields anything but a gum or resin of one kind or another. Pruning in early years helps the tree by strengthening its trunk from which true balsam exudes, but no balsam appears in the tree until the first blossoms have passed. Thereafter this peculiar sap is stored up within the bark during the life of the tree.

Many improvements have been suggested for collecting balsam, and theoretically they are undoubtedly superior to the primitive native ways, but they are slow of adoption. For instance, a rubber-tapping knife would make a more suitable incision into and through the bark; a portable ladder might be devised to facilitate work in and about the tree; better means of attachment of the cloths to the tree could be planned; pressure to the cloths could be more uniformly applied; straining the refuse liquor from the valuable balsam might be more thorough. In fact, modern economy is needed, but old ways and habits should be overcome only by demonstrating to the conservative *balsamero's* their practical advantage over his own.

Salvador exports annually about 130,000 pounds (gross) of balsam, the most of which, 65,000 pounds, goes to Germany, but the United States received almost 57,000 pounds, and France 7,500 pounds. Hamburg is the principal market, and the quotations there fix the world's price, which has fluctuated between 12 and 22 marks per kilogram (\$2.86 to \$5.24 gold for 2.2 pounds). As this represents the world's supply, and as the demand is increasing, it is a good business for all concerned.

The Government of Salvador has recently imposed an export duty on balsam of 1 *peso* (about 40 cents gold) per quintal gross (101.4 pounds). This will tend to increase its cost to consumers.

Balsam of Salvador (or Peru, as it is known in the Pharmacopœia) is a viscous, grayish red, semifluid mass, of pleasant odor not unlike vanilla, and bitter, burning

taste. It is not very stable when exposed to air, and must therefore be kept in the dark or made rather soon into combinations for whatever purposes it is finally to be used. It is put to service for many kinds of ointments, salves, pomades, and local applications, as well as being of value for internal administration in suitable preparations. It is a resin, but has an action peculiarly its own, and on that account can not be readily displaced from medicine or surgery.

The historic, or even prehistoric, use of the balsam was almost altogether surgical. Applied to wounds, it seemed to have a wonderful power to stimulate the healing process, while being at the same time a natural antiseptic, incapable of doing harm. Even today, with all the eliminations that have gone on in surgical practice, the balsam is of value, and being a natural, not a laboratory, product, shows its affinity where other drugs fail. It is good in some skin diseases and the parasitic irritations that so frequently distress the resident of the Tropics, whether he be native or alien. Its more recent value, however, has been developed through the particular ingredient which characterizes the balsam, and which has been called cinnamic acid. In tuberculosis, preparations of cinnamic acid have had their vogue, and are still trusted for certain stimulating effects. Surely, if even one case of tuberculosis is cured by this drug, it should be treasured as another of the great contributions of American flora to the welfare of mankind.—*The Bulletin of the Pan-American Union*.

ESSENTIAL OIL OF ALMONDS.

According to an investigation carried out by F. O. Taylor, the official method of determining benzaldehyde in essential oil of almonds is correct. He also finds in 17 out of 22 samples traces of chlorine, which proves that the trade in this oil is in a very bad condition, since the presence of chlorine indicates the oil as being merely synthetic benzaldehyde, worth under 2s. per lb. Taylor considers the copper oxide test to be the best to detect chlorine. It is carried out as follows: A small piece of copper oxide on a platinum wire is moistened with the oil and held in the outer Bunsen flame. As soon as the carbon is burnt off, if chlorine be present a green or greenish-blue color will be imparted to the flame, due to the volatilization of copper chloride. The other test, by burning the oil on filter paper and testing with silver nitrate, is perhaps more sensitive, but traces of chlorine in the filter paper, or even from the atmosphere of many laboratories, will sometimes give rise to an erroneous opinion being formed. But although it is possible to detect this synthetic benzaldehyde, there remain no certain means for detecting whether a natural oil be really that from bitter almonds, as the kernels of the peach and apricot yield essential oils which are to all intents and purposes identical with bitter almond oil.

Chlorine and Benzaldehyde.

Considerable discussion has recently taken place as to the best method of detecting traces of chlorine in artificial benzaldehyde. Dr. Heyl, of Darmstadt (*Apotheker Zeitung*, 1912, 49), considers the following method reliable: Ten to fifteen drops of the benzaldehyde is mixed with 1 to 2 grams of chlorine-free calcium hydrate in a small capsule, covered with a small layer of the lime, and then heated to a dull-red heat. Any trace of chlorine is converted into calcium chloride, which is tested for in the usual manner. One drop of monochlorobenzol in 50 grams of benzaldehyde is indicated by this reaction.

TRADE NOTES

As announced in our Trade Notes for March the American Agency for Bruno Court, Grasse, France, is now in the hands of the Compagnie Morana, 184 Fifth avenue, New York. The firm of Bruno Court is established just

one hundred years, and the centenary will be suitably observed next Fall.

We take pleasure in publishing on this page a photograph of Mons. Augustine Merle, proprietor of Bruno Court, and Mr. Charles Munton, of the same firm, who is at present in New York. This photograph was taken in the courtyard of Bruno Court's factory, in Grasse, by our Editor, who visited the French Riviera last Spring.

The Compagnie Morana has the American representation of the Swiss company of the same name. The latter concern was founded in Zürich about 15 years ago, and until 1909 was represented in this country by various agents. In that year the American corporation was organized with Carl Schaezter as president. Mr. Schaezter is a director in the foreign corporation, and his brother is the president thereof. He is well versed in the manufacture of synthetics, and his agreeable person-

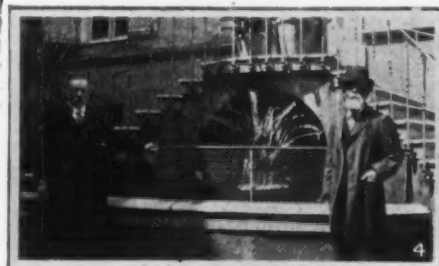
ality and energy have insured his success as a salesman.

He is at present on the ocean, as he sailed on the steamer *Hamburg*, April 4, with Mrs. Schaezter, for a vacation in Switzerland.

The other officers of the company are Messrs. Warren E. Burns, vice-president, and Willard A. Walsh, secretary and treasurer. Mr. Burns has had many years' experience in the manufacture of soaps and toilet preparations, and in the selling of those products and synthetics. Mr. Walsh has been well trained in the raw material line, and has also had several years' experience on the road.

Taken altogether these three gentlemen form a very interesting trio, and now that their company is in a position to offer natural raw materials in addition to synthetics, their progress should be even more rapid than it has been.

The New York office has been moved to 184 Fifth avenue (at Broadway and 23d street), where they have the fifth floor and basement. This location is very central and convenient for visitors to reach. It is one of the most



interesting spots in New York—Madison Square—made famous by the Flat Iron building, the Metropolitan building (the highest in the world) and Madison Square Garden.

Revue de Grasse, of March 10, contained a report of the formation of the new corporation *Etablissements Antoine Chiris et Jeancard fils réunis*, with headquarters at 13 rue Ballu, Paris. The capital is 14,000,000 francs, and the term of the corporation is fixed at 50 years.

Up to the time of our going to press no announcement was received as to the disposition of the agencies in the various countries.

Mr. Thomas Dunn, of Rochester, formerly treasurer of the State of New York, and of the Sen Sen Co., which was merged with the Sen Sen-Chiclet Co., was greeted by numerous friends during a recent visit to this city.

Mr. C. Blair Leighton, treasurer of W. J. Bush & Co., this city, departed on a voyage to Europe on board the steamship *Olympic*, March 30.

Mr. Leighton Jones, who has been connected for the last five years with Chapman & Smith Co., Chicago, manufacturers of bakers' supplies, is now associated with Edgar A. Weber & Co., Chicago, brokers and dealers in drugs and chemicals, representing W. J. Bush & Co., Inc., New York, J. N. Limbert & Co., Philadelphia, and the Michigan Ammonia Works, Detroit.



MR. CARL SCHAEZTER.
MR. WARREN E. BURNS.
MR. WILLARD A. WALSH.

ality and energy have insured his success as a salesman.

Colgate & Co. last month purchased a 12-story and basement loft building, with a store, on a plot 50 x 100 feet, at 45 and 47 West 20th street, not far from Broadway, in New York City. The transaction represents about \$400,000, including a permanent mortgage of \$200,000, held by an estate. The building is fully rented and the purchase is understood to have been made for investment purposes.

Werk Soap Co., Cincinnati, Ohio, has adopted plans for the construction of a new plant, to be located in Murray road, St. Bernard, Ohio. There will be two buildings, four stories in height, respectively 370 and 314 feet in length, with a power plant in a separate structure.

Lima, Ohio, is so anxious to have a soap factory that the Progressive League of that town is negotiating with an established concern in another town to move to Lima.

J. J. Krom Co., manufacturers of toilet soaps and facial preparations, has moved from Chattanooga, Tenn., to Atlanta, Ga., following the purchase of a large part of the stock by Mr. T. H. Brannen, formerly proprietor of the Brannen chain of drug stores in Atlanta. Mr. Brannen also has bought an interest in the Nelson Chesman & Co. advertising agency, and will start an extensive advertising campaign in the South for the Krom products.

Mr. Thomas H. Beck, formerly manager of the soap chip department of the Procter & Gamble Co., has been appointed general sales manager of P. F. Collier & Son, Inc., with headquarters in New York City.

Mr. Frank A. Faxon, of Kansas City, Mo., is slowly recovering from a painful accident last month, when he broke his thigh bone through slipping and falling on an icy pavement. Mr. Faxon formerly was president of the National Wholesale Druggists' Association and is the president of the Faxon & Gallagher Drug Co.

Professor Joseph P. Remington, chairman of the Revision Committee of the United States Pharmacopoeia, was 65 years old on March 26, and the event was celebrated by a dinner at the Philadelphia Drug Club, at which many prominent chemists and druggists were present, addresses being made by several of them, while congratulatory telegrams were received from all over the country. One gift was an immense bouquet of sixty-five roses.

Mr. B. F. Robbins, manager for the Procter & Gamble Co., at Detroit, Mich., at last accounts was not expected to recover from a fractured hip and concussion of the brain, received in a railroad wreck on March 22.

Mr. W. B. Daniels, importer and dealer in talc, chalk, and other similar minerals, suffered a temporary inconvenience by explosion and fire in the building at 252 Front Street, in which he has been located for some time. There is a paint establishment on the upper floors of the building, and the trouble started there. Mr. Daniels is temporarily located on the same street, and will probably resume at the old place. Meanwhile, business is going on as usual, and orders are being filled promptly.

Descollonges Frères, of Lyon, France, manufacturers of synthetics, are now represented in this country by J. Judd

Mason Co., 154 Chambers Street. The new agents will carry a full line of their products and will be glad to send samples to all who ask. A new circular and price list is in the course of preparation, and will be mailed to the trade shortly.

The American Stopper Co., Brooklyn, N. Y., invite the special attention of talcum powder manufacturers to the new egg-shell finish which they advertise in this issue.

Mr. Carl Bomeisler, of New York, will sail for Europe



MR. CARL BOMEISLER.

with Mrs. Bomeisler on May 18 for a short vacation. Mr. Bomeisler's new sprinkler top, which is described in our advertising pages, is a novelty that appears to appeal very strongly to manufacturers of toilet preparations, etc. It is very easy to open and close and will never leak in any position whether partly or fully closed, and has the same general appearance as the screw-cap sprinkler tops.

Mr. John Bauer, connected with a soap manufacturing company of Philadelphia, Pa., celebrated his 50th birthday anniversary on March 16, when his friends and relatives joined in a reception at which he received numerous handsome presents. Mr. Bauer, who came to this country from Wurtemberg twenty-seven years ago, has taken a leading position in Philadelphia's business activities and German social life.

Mr. W. G. Ungerer, of Ungerer & Co., New York, sailed on the *Mauretania* on April 3 for a short business trip to the other side.

In the case of Ungerer & Co., vs. A. G. Cailler, in the New York Supreme Court, Justice Erlanger has granted a motion made by Mr. Cailler's counsel for a new trial. This case was reported in our March issue.

Rio Grande Wax Co. intends to erect a plant of one ton daily capacity at Alpine, Tex., for the purpose of extracting wax from candelilla weed.

Mr. O. F. Schmidt, manufacturer of essential oils and pharmaceuticals, Jackson, Mich., was a recent visitor to the trade in this city.

United Drug Co., Boston, Mass., is building a large warehouse in the central manufacturing part of Chicago, Ill.

Keystone Soap Co., which has operated for many years in Warren, Pa., filed an application for dissolution last month. Mr. Levi Smith has been the largest stockholder. The machinery has been sold to the Warren Specialty Co., which manufactures soaps.

Mr. F. E. Toennies, of Heine & Co., will be a voyager to Europe on board the steamship *Kaiser Wilhelm II*, which is due to sail from this port on April 30. He will remain abroad about two months.

Mr. C. G. Euler, president and treasurer of the Antoine Chiris Co., American agents of Antoine Chiris, Grasse, France, departed for Europe on March 30 on board the steamship *Kaiserin Auguste Victoria*. He expects to return to New York about May 1.

Mr. H. O. Hyatt, president of the Metal Package Co., Brooklyn, N. Y., has just returned from a tour of the



MR. H. O. HYATT.

West Indies on which he was accompanied by his daughter. He sailed on the steamship *Moltke*, which made a tour of the various islands, and several days were devoted to side trips to Cuba and Porto Rico.

The Metal Package Co. has just enlarged its quarters about fifty per cent., and has installed a new tin plant lithographing press. It is represented in the West by Mr. Jules Smucker, who appears to be as ardent a disciple of the

creed of T. R. as he is an exponent of the goods that he sells. One of his friends who sent us the accompanying photograph wrote below it, "here are five reasons why Smucker is making good."



MR. SMUCKER AND FAMILY.

An industrial exhibition will be held in Newark, N. J., from May 13 to 25. Among the exhibitors already enlisted is the Bel-Bon Company, talcum powder and toilet cream.

Mr. Donato Maddaloni, of 63 Carmine street, New York City, formerly an importer of olive oil, has filed a petition in bankruptcy, with liabilities \$10,850 and no assets. He has only two creditors—G. Rossano & Bros., \$10,000, suit for damages for infringement of trademark, and Nicolo Baretta, \$850, loan. Mr. Maddaloni filed a petition on November 28, 1910, with the same liabilities, but it has lapsed.

Mr. F. M. Rudd, dealer in essential oils, Bronson, Mich., was a visitor recently in the New York market. Mr. Rudd says that on account of the severity of last winter the spring has been backward in the Northwest, he adds, and harvesting promises to be retarded.

Mr. J. Siarri, formerly with the Seely Manufacturing Company, Detroit, Mich., is now perfumer for Nelson, Baker & Co., of the same city.

W. H. Whitaker Company, 245 Front street, New York, have taken an entire floor at 250 Front street, opposite their present building, for office quarters. The business has grown to such an extent that the entire building at 245 is needed for handling and shipping purposes.

Mr. Charles O. Sethness, president of the Sethness Co., of Chicago, dealing in essential oils, was a March visitor to the trade in this city, stopping here on returning from a pleasure trip which he took with Mrs. Sethness to Mexico.

Mr. Paul E. Zinkeisen withdrew from Zinkeisen & Co., this city, on March 18. He will sale late in April for Europe and will reside in Munich. Mr. Zinkeisen is a great lover of art and will be in his element among the famous galleries and surroundings at his new home.

Mr. Paul Schulze-Berge, Jr., who never tires of traveling in the interests of Heine & Co., this city, is on a trip to the West and will take in the Coast.

Mr. T. J. Reynolds, secretary of the Globe Soap Co., Cincinnati, has resigned, to take effect May 1, when he will go to the Diamond Match Co., where he will hold an important position in the New York office. Mr. Robert L. Higley, advertising manager, will become the Globe's secretary, and his place will be filled by the promotion of Mr. Walter Bouche.

Frank M. Prindle & Co., perfumers, moved on April 1 to new and more commodious quarters on the fifth floor of the Greenwich Bank building, Sixth avenue and 35th street, New York City.

Economic Machinery Co., of Worcester, Mass., has found it necessary to move its New York office into larger quarters, which have been obtained in the building at 206 Broadway, at Fulton street. Mr. H. C. Morgan, the company's representative, can now be found in the new office, where customers will be welcomed at all times. A larger supply of parts than formerly will be kept in stock. The telephone is Cortlandt 4239.

Mr. Uriah Allen, who died recently in Jersey City, aged 87, was the father of Mr. Morris S. Allen, soap manufacturer, of Brooklyn.

Mr. W. A. Peters, perfumer for A. A. Vantine & Co., New York, was operated on for appendicitis on the 8th inst., and is reported to be doing well.

Some coming conventions: Proprietary Association of America, Baltimore, April 23-25; American Pharmaceutical Association, Denver, August 19-24; National Wholesale Druggists' Association, Milwaukee, October 14-18; Manufacturers of Medicinal Preparations, New York, February 11, 1913; Eighth International Congress of Applied Chemistry, Washington and New York, September 4-13.

National Toilet Co.'s new home, formerly an opera house, in Paris, Tenn., is being remodeled and will be one of the finest business buildings in the city. The expense involved is \$30,000. The company's last semi-annual dividend was 35 per cent.

Explosion in a warehouse of the Proctor & Gamble soap factory, at Ivorydale, near Cincinnati, recently caused a fire, with a loss of \$6,000.

Fire did considerable damage to the perfumery factory of Rahayal Bros., 51 Washington street, this city, on March 30.

Poughkeepsie Glass Works, Poughkeepsie, N. Y., manufacturers of jars and bottles, went into bankruptcy last month. Liabilities, \$40,000, with \$41,000 script outstanding; assets, nominal, \$140,000. Robert Wilkinson has been appointed receiver.

"There is no better sticker for labels on tin than Tignol, the adhesive manufactured for this very purpose," says The Arabol Manufacturing Co., 100 William street, New York. "All possible drawbacks are diminished if Tinnol is used, the label, unsoiled, with unimpaired colors, will stick to its place until removed by sharpened tools."

Beach Soap Co., Lawrence, Mass., Wm. E. Philbrick, treasurer, has made the following report: Real estate, \$38,000 machinery, \$55,477; cash and debts received, \$46,618; manufacturers and merchandise, \$70,259; teams, \$8,510; total, \$218,864. Capital, \$130,000; accounts payable, \$14,377; floating debt, \$22,000; reserved for bad accounts, \$1,515; profit and loss, \$49,972; reserved for special advertising, \$1,000; total, \$218,864.

Attention is directed to the advertisement on another page in this issue of the Houchin-Aiken Company, 113-123 Fifty-third street, Brooklyn, N. Y. This company has acquired a high reputation in the engineering and mechanical world and manufactures a wide variety of soap, candle, glycerine and other machinery, including soap dies, printing plates, etc. Some of the specialties are steam jacketed soap kettles, portable caldrons, swing pipe scoops, mixers of many kinds, crutching machines, color and perfume mixers, frames, and, in fact, all of the appliances needed for the manufacture of soap.

Mr. Alois von Isakovics, proprietor of the Synfleur Scientific Laboratories, Monticello, N. Y., who has lectured at Columbia University for a number of years past, delivered another lecture in the series at Havemeyer Hall, Colum-

bia University, on March 21, on "The Chemistry of Raw Materials Used for Perfumery and Flavoring Purposes, Their Synthesis and Production, With Special Reference to Recent Developments and New Chemical Bodies Utilized." Professor Marston T. Bogert introduced the lecturer to the audience, consisting of the advanced students of organic chemistry, as well as a number of the post graduates and others interested, as the lecture was public and announced in the college publications. Mr. von Isakovics specially emphasized the complex nature of flower oils, discussing many chemical constituents of which specimens were shown. The lecture was enthusiastically received by the audience.

The chairman on the Committee of Resolutions in presenting his report to the convention remarked very truthfully that "the entertainment is the life of the convention," and with due regard to the excellent work of Entertainment Committees in the past, it was the general opinion that this year's programme has never been equalled.



[Seated]—Messrs. Chas. Munton, A. B. Calisher, A. M. Spiehler, W. E. Burns, O. Spiehler, F. E. Toennies.
[Standing]—P. R. Dreyer and the Editor.

The main interest centered in the speakers at the banquet, particularly in Mr. P. W. Kuo, president of the Chinese Alliance of the United States.

At the various tables there were many men that seldom, if ever, are brought into prandial association except at the annual banquets of the Perfumers' Association, and each year the feeling is strengthened that even those occasional opportunities to rub elbows are of great value in enabling perfumers and supply men to get a better knowledge of one another.

A unique feature of this banquet was the presence of a number of the ladies in the boxes, from which they looked down upon the convivial diners for their entertainment, and derived considerable profit from the speeches.

To give an accurate report of the doings at the various tables is beyond our ken, but we can vouch for the good spirit that prevailed at Table No. 3, where the Editor had the honor of sitting. The evening passed so pleasantly that those at the table formed a society known as The Cork Club. The requirements for membership cannot be detailed here, but can be had by personal inquiry of any of the gentlemen that appear in the accompanying photograph.

This convention was rich in results as well as full of promise for practical advantage to American manufacturers of perfumery, and we look forward with pleasure to the second annual reunion of The Cork Club at next year's convention.

Van Dyk & Co., New York, are using a novel method to select a name for one of their new products. According to their Bulletin they offer a specific gravity balance to the person suggesting the best name for the product. A balance of this kind should have a place in every laboratory where essential oils are used, for although a test for the specific gravity of an oil will not prove much regarding its purity, and marked departure from acknowledged standards will lay an oil open to suspicion.

Samples of Van Dyk & Co.'s new product will be sent to our readers on request.

With one ear cut off and five bullet holes in his body, which was mutilated, George E. Marsh, president of the Good Will Soap Manufacturing Company, and one of the wealthiest soap manufacturers in the country, was found lying opposite the plant of the General Electric Company by a party of automobilists on April 12.

The police are at work on the case, but they have found no clue. The whole city is in a fever of excitement over the crime, and subscriptions for a reward for the apprehension of the assassin are already being raised. Mr. Marsh was 60 years old.

NEW CORPORATIONS.

Southern Elixir & Extract Co., Atlanta, Ga., has been incorporated with \$30,000 capitalization, by H. A. Pitner and B. B. Braswell.

James Whaley Co., Dayton, Ohio, has been incorporated to manufacture washing powders, perfumery, etc., with \$10,000 capital, by Irvin J. Miller, Thomas Herrel, James S. Whaley, V. A. Troxell and F. P. Chamberlain.

Olive Oil Soap Co., Paterson, has been incorporated in New Jersey to manufacture soaps and oils, etc., with \$25,000 capital, by R. J. Stell, W. Greenwood and C. G. Sproat, of 85 Fulton street, Paterson.

Druggists' Co-operative Co., Inc., Jersey City, to do business as chemists and druggists, has been incorporated in New Jersey, with a capitalization of \$500,000, by W. I. Savery, J. Drake and J. DeW. Smith, of Detroit, Mich.

Berlin Soap & Specialty Co., Ltd., Toronto, Ont., has received a charter from the Canadian government to manufacture soaps, chemicals, cosmetics and household specialties.

Sea Breeze Lotion Co., Portland, Me., has been incorporated with a capitalization of \$500,000, by the following officers, both of Portland: President, Walter J. Hardy; treasurer, H. P. Sweetser.

Vanal Co., chemists, druggists, etc., Newark, N. J., with a capitalization of \$125,000, has been incorporated by H. L. Van Wyck, A. A. Huster and J. B. Reilly, of that city.

Bruce Chemical Co., chemists and druggists, West New York, N. J., has been formed with \$50,000 capitalization by J. J. Noonan and F. Keim, of West Hoboken, and F. H. Eggers, of West New York.

E. Fougere & Co., Inc., New York, has been chartered to manufacture and deal in drugs, medicine, etc., with a capital of \$200,000. The incorporators are: E. S. Woodward, L. I. Heydenreich and M. M. Sterling, of New York City.

Elizabeth Gille Co., Inc., Manhattan, has been formed to deal in and manufacture toilet articles, drugs, etc., with a capitalization of \$115,000, by Marian E. Gillespie, 506 West 35th street; Lillian Eberenz, and Joseph G. Cohen, all of New York City.

Skat Co., Hartford, Conn., has been formed with \$30,000, to manufacture a hand soap, by H. A., R. H. and E. J. Blakeslee, all of Hartford.

Sapolein Co., Chicago, Ill., has been incorporated to manufacture soaps and chemicals, with \$5,000 capital, by William Wolff, Morris Racubin and Max Guthman, of Chicago.

Mann Soap Manufacturing Co., Lawrence, Mass., has been organized to manufacture and deal in mill soaps, etc., with \$25,000 capital. The incorporators are: John E. Mann, of Lawrence; George M. Faulkner, Brookline; Emeline M. Belland, 119 West Spruce street, Milford, Mass.

American Soap Company, Los Angeles, Cal.; capital, \$500,000. Incorporators: Herbert L. McNair, Francis J. Meiding, E. E. Hellyer, Wilfrid M. Peck, Amelia Guest.

The Gaby Deslys Distributing Company, New York; manufacturing skin lotions, toilet preparations, etc.; capital, \$50,000. Incorporators: L. B. Brideham, Denver, Col.; F. W. Herb, Colorado; F. Levy, New York City.

TREASURY DECISIONS.

Enfleurage Grease Protest Successful.

The Board of General Appraisers has upheld the protests of E. H. Burr and others that certain merchandise classified as essential oils should be admitted free of duty as enfleurage grease, paragraph 626. Protests were made by Mr. Burr, the National Aniline and Chemical Company, Euler & Robeson and C. S. Euler as to the classification of merchandise referred to by the collector of the Port of New York in his special reports as "essence concrete May-lily," "essence naturelle solide lily of the valley and essence naturelle soluble lily of the valley," "pomade not soluble muguet," "concentrated enfleurage grease muguet liquid" and similarly described in the invoices. Duty was assessed at the rate of 25 per cent. ad valorem, under paragraph 3 of the tariff of 1897.

From the testimony of the examiner who passed the merchandise it appeared to be similar to that passed on in a recent case, wherein it was held that such merchandise was entitled to free entry under paragraph 626 of the tariff act of 1897 as enfleurage grease. In harmony with that the protestants were sustained in their claims and the decision of the collector was overruled.

Fruit Ether and Fruit Essence, Mixture of.

Treasury Decision 32,313 (General Appraisers', 7,335), gives the board's decision on protests of the Chattanooga Brewing Company against the assessment of duty at \$1 a pound on "fruit essence," under paragraph 21, act of 1909. The collector's appraisal is reversed and the board holds: "A mixture of fruit ether and fruit essence, having the odor of natural fruit and containing 17.60 per cent. alcohol and 1.76 per cent. extract, which is used as a base for a non-alcoholic drink, is neither a fruit ether nor a fruit essence within the meaning of paragraph 21, tariff act of 1909, but is dutiable as a nonenumerated article under paragraph 480 of said act."

Cocanut Oil Container Protest Denied.

The protest of Colby & Co. against the assessment of duty by the New York collector of 30 per cent duty on iron drums containing cocoanut and cottonseed oil, has been overruled by the board of appraisers and the collector's assessments affirmed. The ruling of the Customs Court in the case of the United States against Marx & Rawoelle was followed. There it was held that the iron drums are substantial, can be reused repeatedly and have a value apart from their contents. It was held there was no proof that the coverings were of the character of the articles for which free provision is made in either paragraph 500 or section 5 of the tariff act.

(See additional decisions on page 52.)

PURE FOOD AND DRUG NOTES.

In this section will be found all matters of interest contained in FEDERAL AND STATE official reports, newspaper items, etc., relating to perfumes, flavoring extracts, etc.

FEDERAL.

Notices of Judgments Given Under Pure Food and Drugs by the Secretary of Agriculture.

- 1213.—Pressing & Orr Co., Norwalk, O.; tomato catsup adulterated; pleaded *nolo contendere*; fined \$25 and costs.
- 1214.—A. E. Johnson, Jr., Fort Spring, W. Va.; cream, adulterated; pleaded *nolo contendere*; fined \$10 and costs.
- 1215.—American Cordial & Distilling Co., San Francisco, Cal.; misbranding of "Vino Vito"; pleaded guilty; fined \$100.
- 1218.—The Kells Co., Newburgh, N. Y.; misbranding of Hoxsie's Croup Remedy; pleaded guilty; fined \$50.
- 1219.—Shepard Pharmacal Co.; misbranding of Coca Calisaya; pleaded guilty, sentence suspended.
- 1221.—Hazen Morse, New Rochelle, N. Y.; misbranding of Morse's Cream; pleaded guilty; fined \$50.
- 1222.—A. Saunig & Co.; misbranding of Anti-Malaric Febrifuge; pleaded guilty; fined \$50.
- 1223.—Buckeye Cotton Oil Co., Cincinnati, O.; misbranding of cottonseed meal; pleaded guilty; fined \$10 and costs.
- 1224.—Adulteration of tomato catsup; goods in possession of Gardner & Co., Gallatin, Tenn. (made by Kokomo Canning Co., Kokomo, Ind.), found adulterated and ordered destroyed.
- 1225.—Misbranding of apple vinegar (made by Louisville Cider and Vinegar Works, Louisville, Ky.), found in possession of W. J. Kinsey, Nashville, Tenn.; ordered sold after being labeled "imitation cider vinegar."
- 1226.—Adulteration and misbranding of champagne found in possession of M. C. Dow (made by Wilson Fruit Juice Co., Lawton, Mich.); condemned and forfeited.
- 1227.—Samuel L. Kelty, Quinton, N. J.; adulteration of tomato paste; pleaded *non-vult*; sentence suspended.
- 1231.—Adulteration of tomato paste found in possession of A. Geurlani & Brother, San Francisco, Cal. (packed by Pietro Roncoroni, N. Y.); condemned and forfeited.
- 1232.—Senoret Chemical Co., St. Louis, Mo.; misbranding of Laxative Boro Pepsin; pleaded guilty; fined \$10 and costs.
- 1233.—International Coffee Co., Houston, Tex.; misbranding of coffee; condemned and forfeited.
- 1234.—Dr. David Kennedy Co., Rondout, N. Y.; misbranding of worm syrup, etc.; pleaded guilty (three counts); fined \$300.
- 1235.—California Fruit Canners Association, San Jose, Cal.; adulteration of cherry jam, etc.; pleaded guilty; fined \$100.
- 1236.—Russell C. Thomas, Lime Kiln, Md.; adulteration of milk; pleaded guilty; fined \$10.
- 1237.—Clinton B. Ayars Canning Co., Bridgeton, N. J.; adulteration of canned tomatoes; pleaded *non-vult*, sentence suspended.
- 1239.—Joseph P. Wilde, Philadelphia, Pa.; alleged misbranding of mustard; verdict of jury, not guilty.
- 1240.—Gordon Syrup & Pickle Co., San Francisco, Cal.; misbranding of syrup; pleaded guilty; fined \$10.
- 1241.—Lewis Packing Co., San Francisco, Cal.; adulteration and misbranding of cider vinegar and catsup; pleaded guilty; fined \$25.
- 1242.—Ignatius Gross Co.; adulteration of tomato sauce; pleaded guilty; fined \$25.
- 1243-1244.—Bradley-Smith Co., New Haven, Conn.; adulteration and misbranding of candy; pleaded guilty; fined \$37.50 without costs in each case.
- 1245.—Hofmann Bros. Produce Co., St. Louis, Mo.; misbranding of evaporated apples; pleaded guilty; fined \$10 and costs.
- 1246.—A. J. Medlar Co., Philadelphia, Pa.; adulteration of figs; condemned and destroyed.
- 1248.—Schlesinger & Bender, Inc., San Francisco, Cal.;

adulteration and misbranding of apricot brandy, etc., pleaded guilty; fined \$50.

1249.—California Fruit Canners Association, San Jose, Cal.; adulteration of grape jam; pleaded guilty; fined \$25.

1250.—Pendleton Grain Co., Inc., St. Louis, Mo.; adulteration and misbranding of white oats, condemned and forfeited.

ICE CREAM MEN ENDORSE PROPOSAL FOR CENTRAL FOOD LAW ASSOCIATION.

At the eleventh annual convention of the National Association of Ice Cream Manufacturers, held recently in Chicago, Dr. Samuel H. Baer, of St. Louis, secretary of the Flavoring Extract Manufacturers of the United States, presented the proposition of forming a central organization of all associations interested in the food and drug laws. Dr. Baer explained the need of such an association to handle legal matters regarding standards, and read a letter of co-operation from V. L. Price, chairman of the executive committee of the National Confectioners' Association, in which he said:

DEAR SIR.—Relative to the formation of a central committee of the associations actively interested in the pure food legislation, I would very much appreciate it if you would try to interest the National Association of Ice Cream Manufacturers in this movement when you meet with them next week. My idea is that each of the various associations should select, or appoint, three active officers to represent the respective associations on a committee to be known as the Central Committee of Associations, interested in pure food legislation.

It is my further idea that the work of this committee should be along the following lines:

To promote uniformity between States and national pure food laws.

To formulate definite legislation on different subjects at issue for enactment into the various State and national pure food laws.

To take such actions as will harmonize the rules and regulations of the various State and national pure food officials.

To recommend and support a standard of purity, and to act collectively in respect to said standards and to appeal for the right of representation and consideration in the establishment of standards under the State and national pure food laws.

To collectively take up with the Secretary of Agriculture, Secretary of the Treasury and Secretary of Commerce and Labor, and, if necessary, with the President of the United States, such actions on the part of the Board of Food and Drug Inspection which might justly be criticised and to seek to prevent in the future many acts which are performed by this board in causing expense and trouble to the manufacturers of food products, which expense and trouble involves prosecution and which might be overcome by proper hearings before the board.

I firmly believe that this committee can accomplish much, with the proper leadership, with sufficient funds and with a capable secretary to look after the details of the work.

The committee would not necessarily take away from the various associations their individual work, nor their individual functions, but would simply act as a committee to harmonize the views of the associations, and get them to work along the same lines.

It is quite frequently the case that one association in its own interest may work against another association, and with a central committee in force it seems to me that this could be prevented and that each association would be in a position to aid the other.

It is needless to state to any one familiar with the enforcement of the various pure food laws that there is much room for improvement, so far as enforcement is concerned. In so far as the laws themselves are concerned, there is room for improvement in the nature of uniformity.

(Continued on page 52.)

PATENTS AND TRADE MARKS.



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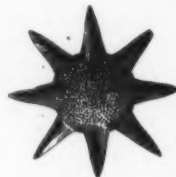


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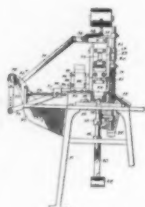
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"Bridal"
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Phoebe Snow
59835

FOLLE PASSION
60390

LA VIERGE FOLLE
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Milto
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MUG
60995

LES JEUX ET LES RIS
60391

TOUT LE PRINTEMPS
60393

Phoebe Snow

P.S.
60926

EXCEDA
60974



61017



61051



61133

NOTE TO READERS.

This department is conducted under the general supervision of a very competent patent and trade mark attorney. This report of patents, trade marks, labels and designs is compiled from the official records of the Patent Office in Washington, D. C. We include everything relating to the four co-ordinate branches of the essential oil industry, viz.: Perfumes, Soap, Flavoring Extracts and Toilet Preparations.

The trade marks shown above are described under the heading "Trade Marks Applied For," and are those for which registration has been allowed, but not yet issued. All protests for infringement, etc., should be made promptly to the Commissioner of Patents, Washington, D. C.

All inquiries relating to patents, trade marks, labels, copyrights, etc., should be addressed to

PATENT AND TRADE MARK DEPT.
Perfumer Pub. Co., 100 William St., New York.

PATENTS GRANTED.

1,020,758.—LIQUID SOAP FOUNTAIN.—Newton S. Hillyard, St. Joseph, Mo. Filed November 18, 1911. Serial No. 661,077. (Cl. 73—159.)

In a device of the kind described, a cylindrical conductor member having in its sides a supply receiving aperture, vertically cut slots and a connecting horizontally cut slot, a piston member having recesses of different sizes adjustable to said aperture to receive a supply and discharge the same when the piston descends, and means to retain said piston member in said conductor member and operate the device.

1,021,126.—SOAP PRESS.—Benjamin H. Becker and John Ciesla, Chicago, Ill., assignors to James S. Kirk & Co., Chicago, Ill., a Corporation of Illinois. Filed July 5, 1910. Serial No. 570,425. (Cl. 25—10.)

In a soap press, the combination with a matrix and upper and lower die members, of a reciprocating crosshead carrying said upper die member, means for positively actuating said crosshead in both directions, a depending stem on said lower die member, a collar on said stem, a vertically reciprocating rod operating in unison with said cross head and having an arm adapted to lift and engage said collar, a spring normally tending to draw said arm toward the stem of said die member, means for disengaging said arm from said collar after said stem and lower die member have been raised, a feed chute for the blanks, a pusher operating across said feed chute, and lever and link connections between said crosshead and said pusher for actuating the latter in timed relation to the movements of said die members, substantially as described.

1,022,443.—BOTTLE STOPPER.—Maurice W. Send, Detroit, Mich. Filed June 24, 1911. Serial No. 635,184. (Cl. 215—55.)

A bottle stopper comprising a bottle neck closure, a cap over the upper end thereof, a tubular spout secured in the cap and closure and provided with an outbent end portion, an ear on the spout on the upper side of the bent portion, a cap housing the upper portion of the spout, a pair of substantially parallel depending side walls on the cap embracing the ear on which they are pivoted and depending below the latter, a front wall uniting the side walls and bearing against the mouth of the spout as a seal when the spout is in substantially upright position, and weights on the lower end portions of the side walls.

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LABELS REGISTERED.

16,271.—Title: "Slick Hand Cleaner Powder." (For Powder for Cleaning the Hands.)—Albert T. Schlichting, Newark, N. J. Filed March 14, 1912.
16,274.—Title: "Marvelous Cleaner." (For Disinfecting Cleaner.)—Michael J. Dunn, Pottsville, Pa. Filed February 29, 1912.

TRADE MARKS REGISTERED.

85,825.—Toilet Preparation for the Skin.—Madame Marie, Chicago, Ill.
Filed October 28, 1911. Serial No. 59,393. Published January 16, 1912.
85,826.—Olive Oil Diluted with Cottonseed Salad Oil.—Spyros A. Microutsicos, New York, N. Y.
Filed August 23, 1911. Serial No. 58,351. Published January 16, 1912.
85,846.—Peroxid of Hydrogen.—Consumers Company, Chicago, Ill.
Filed November 25, 1911. Serial No. 59,919. Published January 23, 1912.
85,858.—Paste Soap.—Git Manufacturing Co., Westfield, Mass.
Filed November 1, 1911. Serial No. 59,485. Published January 23, 1912.
85,861.—Cleaning Powder.—Wm. H. Hayward, New York, N. Y.
Filed July 27, 1911. Serial No. 57,843. Published January 23, 1912.
85,901.—Cream for the Skin.—Louis G. Doman, New York, N. Y.
Filed November 24, 1911. Serial No. 59,894. Published January 23, 1912.
86,039.—Foot Powder, Foot Cream, Foot Lotion and Foot Bath Tablets.—Cummings Manufacturing Co., Morristown, N. J.
Filed November 25, 1911. Serial No. 59,920. Published January 30, 1912.
86,062.—Cleaning Powder.—The Hygienic Products Co., Canton, Ohio.
Filed May 19, 1911. Serial No. 56,482. Published February 6, 1912.
86,067.—Certain Foods.—The H. D. Lee Mercantile Co., Salina, Kan.
Filed November 13, 1911. Serial No. 59,686. Published February 6, 1912.
86,082.—Blended Coffee, Tea, Olive Oil and Flavoring Extracts.—Norwine Coffee Co., St. Louis, Mo.
Filed May 12, 1911. Serial No. 56,323. Published July 18, 1911.
86,109.—Cosmetic Cream.—Reginald C. Thomas, New York, N. Y.
Filed June 17, 1911. Serial No. 57,146. Published January 30, 1912.

TRADE MARKS APPLIED FOR.

47,143.—Plunkett-Jarrell Grocer Co., Little Rock, Ark. (Filed January 15, 1910. Claims use since June 1, 1909.)
—Orange Flavoring Extract, Lemon Flavoring Extract, etc.
51,956.—Otto B. Jaenel, Liberty, N. Y. (Filed September 26, 1910. Claims use since about March, 1910.)—A Remedy for the Scalp.
52,679.—Hoffman & Hoffman, San Francisco, Cal. (Filed November 9, 1910. Claims use since about January, 1907.)
—Washing Compounds.
53,399.—Norddeutsche Wollkammerei & Kammgarnspinnerei, Bremen, Germany. (Filed December 21, 1910. Claims use since October, 1910.)—Toilet Soap.
55,472.—Henry C. Scott, Cleveland, Ohio. (Filed April 1, 1911. Claims use since January 1, 1902. The picture being fanciful.)—Cleaning and Polishing Compound for Household Purposes.
56,967.—Julia A. Norton, Los Angeles, Cal. (Filed June 12, 1911. Claims use since March 1, A. D. 1905. The portrait is that of the applicant.)—Face Cream, Face Powder and Hair Tonic.
58,664.—Delta Oil Co., Greenville, Miss. (Filed September 14, 1911. Claims use since September 1, 1911.)—Cottonseed Oil for Cooking Purposes.
59,835.—Adolph L. Mock, New York, N. Y. (Filed

November 21, 1911. Claims use since November 1, 1911. The name "Phoebe Snow" being fanciful and being shown in the facsimile handwriting of the applicant.)—Cold Cream, Face Lotion, Face Powder, Face Cream, Hair Tonic, Hydrogen Peroxid, Talcum Powder, Perfumes, Toilet Water, Tooth Paste, etc.

59,100.—David E. Beecham, Lapeer, Mich. (Filed October 11, 1911. Claims use since April 1, 1911. Consisting of my portrait.)—A Remedy for Dandruff, etc.
59,606.—Anna K. Ziemssen, Philadelphia, Pa. (Filed November 7, 1911. Claims use since 1906.)—Hair Oils and Unguents.

60,029.—Jacob Landrock, Omaha, Neb. (Filed December 1, 1911. Claims use since October 1, 1911.)—Laundry and Toilet Soap.

60,103.—The W. L. Milner & Co., Toledo, Ohio. (Filed December 6, 1911. Claims use since April 18, 1910.)—Toilet Creams, Hair Tonics, etc.

60,390.—Henriette Gabilla, Paris, France. (Filed December 21, 1911. Claims use since September 24, 1910.)—Perfumes, Lotions, Toilet Waters and Creams, Powders and Rouges.

60,391, 60,392, 60,393.—Henriette Gabilla, Paris, France. (Filed December 21, 1911. Claims use since October 29, 1910.)—Perfumes, Lotions, Toilet Waters and Creams, Powders and Rouges.

60,726.—Adolph L. Mock, New York, N. Y. (Filed January 11, 1912. Claims use since prior to November, 1911. The name "Phoebe Snow" appearing in the facsimile handwriting of the applicant.)—Toilet Soaps.

60,974.—The Owl Drug Co., San Francisco, Cal. Filed January 23, 1912. Claims use since January 16, 1912.)—Toilet Water, Perfumes, Face Cream, Tooth Powder, Tooth Paste, Sachet Powders and Rouges.

60,995.—The J. B. Williams Co., Glastonbury, Conn. (Filed January 24, 1912. Claims use since about July, 1880.)—Shaving and Toilet Soaps.

61,017.—Louis R. Fiebert, New York, N. Y. (Filed January 25, 1912. Claims use since July 1911. The portrait shown is fanciful.)—Hair Tonic.

61,081.—F. Mantovani, Milan, Italy. (Filed January 27, 1912. Claims use since February, 1907.)—A Powder for Absorbing Perspiration, for Children.

61,133.—Homer L. Webber & Co., Wenona, Ill. (Filed January 30, 1912. Claims use since December 1, 1911.)—Shampoo Paste.

International Congress of Applied Chemistry.

The subjects of the lectures of the eighth International Congress of Applied Chemistry, to be held in Washington and New York City, in September next, have been announced, the following topics being of interest to our readers:

SECTION IV.—ORGANIC CHEMISTRY.

7. Baskerville, C., and Hamor, W. A. College of the City of New York—"Ethers by Catalysis."

11. Rosanoff, Professor Dr. M. A., and Hart, R. S., Clark University, Worcester, Mass.—"On the Formation and Decomposition of Tertiary Amyl Esters."

15. Dodge, Dr. F. D., 291 Henry street, Brooklyn, N. Y.—"New Derivatives of Borneol."

SECTION VIII.—BROMATOLOGY.

E. M. Chace and A. W. Broomell—"New Methods for the Active Constituents of Some of the Essential Oils."

British Patent for Disinfecting Soaps.

No. 24,981.—A disinfecting soap is obtained by mixing mercuric phenols, or alkali salts thereof, with soap. Examples of such phenols are o-phenylenemercuric oxide, o-oxyphenylmercuric chloride, o-mercuriphenol, benzoyl-o-oxyphenylmercuric chloride, p-oxyphenylmercuric chloride, o-oxyphenylenedimercuric diacetate, hydrargyrum carbolicum and the analogous compounds of cresols, pyrocatechin, chlorophenols, naphthols, guaiacol, etc.

FOREIGN CORRESPONDENCE AND MARKET REPORT

AUSTRIA.

OZOCERITE AND CERESIN.—Ozocerite was exported from Austria in 1910 to the value of \$700,000. Of the shipments, 22,500 centners went to Germany, 1,475 to France, and 536 to the United States. Consular records show a declared value of \$312,309 for the shipments of ozocerite and ceresin that were invoiced through the American consulates in Vienna, Prague, Reichenberg, Carlsbad, and Trieste during 1910.

BARBADOS.

PERFUMERY.—The total imports of perfumery into Barbados had a value, according to the latest annual returns, of \$21,000. American, French, and German manufacturers have increased their share of the trade, whereas British shippers have correspondingly lost theirs. At the same time Great Britain still heads the list with \$6,000 as against \$11,000 ten years previously.

BULGARIA.

NEW CROP AND PRICES.—Reports from Bulgaria state that the last winter has been a very easy one on the rose plants and that the new crop will not only be better than last year, but will actually be one of the best for many years. The price of 1911 oil still remaining in jobbers hands being upheld, it seems strange that there should not be a decline in price if indications for the 1912 crop are so good.

CANADA.

OPPORTUNITIES.—Perfumery and soap are among the items for which there is an import demand, according to Consul General James W. Ragsdale, at Halifax. The United States is close to the lead in sending goods to Halifax. American catalogues are systematically filed at this consulate, with a card index.

FRANCE.

FLORAL INDUSTRY.—In the Department of the Var, says Consular Agent Mansfield, at Toulon, the cultivation of flowers and bulbs is making rapid progress. In 1911 \$200,000 worth of bulbs was exported to the United States.

The most extensive area noted in 1911 was that devoted to the narcissus, 3,552.54 acres, followed by hyacinths, 717.75 acres, and lillium candidum, 395.36 acres. There are, in addition, 1,465.3 acres devoted to violets and 212.5 acres to mimosa.

Approximately 100 acres are given to growing perfume plants—jasmine, roses, tuberose, mint, etc. This latter returns a crop valued at \$20,000 annually, a small total as compared with the extent of the crop of similar plants farther east on the coast in the neighborhood of Cannes and Grasse.

The industry is developing, however, and with the recent establishment of a perfume distillery at Hyeres, a considerable increase in the crop volume of perfume plants is looked for within the next two years.

The average return is \$78 to \$93 an acre which, considering that this comes largely from cut flowers, seems a low return according to American standards.

SYNDICATES.—At Ollioules and Hyeres many of the small growers reach the market through their "syndicate," but with the competitive narcissus grandiflora offered at \$3.50 per 1,000 by outsiders the generally agreed upon syndicate rate of \$3.85 was this season often broken. The Roman hyacinth, which in some instances reached the desired \$20 or more per 1,000, later fell to \$15.50 and even less. The marketing of the bulb crop through the growers' unions or syndicates undoubtedly sustains and even raises prices. In a dozen years this has caused an advance in

Roman hyacinths from \$5.40 to \$15.50 and more, and in narcissus grandiflora from \$2.30 to \$3.85.

Roses and carnations are not so largely grown in the immediate neighborhood of Toulon as in the vicinity of Antibes, but their culture shows a steady annual increase.

NEW DISTRICT.—A region newly opened to flower culture on an extensive scale is that lying along the coast between Toulon and St. Tropez, following closely the Mediterranean shore and the narrow-gauge railway line of the Chemin de Fer du Sud. From rather slow and timid beginnings the district is at last taking its place among the flower-growing centers of southern France.

With every climatic condition favoring the early open-air growth of roses, carnations, violets, and hyacinths, this little-known strip of Mediterranean shore promises expansion in this industry and may become a new source of direct supply for "paper white" and grandiflora narcissus and the Roman hyacinth. The latter are now the specialties of what may be called the Toulon district, which in area comprises the Mediterranean coast region lying between St. Cyr, Bandol, and Ollioules on the west and Ste. Maxime on the east, with the inclusion of another narrow strip lying in the valley of the Gapeau and the Real-Marin cutting into the foothills of the mountain background.

OLIVE CULTIVATION.—A notice, issued by the French Ministry of Agriculture, fixes the premium rate for the cultivation of the olive tree in France during 1911 at 18 francs per hectare (about \$1.45 per acre).

ITALY.

OLIVE CROP.—Consul Hernando de Soto, of Palermo, reports that the crop of oil-producing olives in Sicily in 1911 is estimated at 345,700 tons, an increase of 295,190 tons over the very small crop of the preceding year. The crop in all of Italy is estimated at 1,410,000 tons, as compared with 935,760 tons in 1910. The value of the exports of olive oil from Palermo to the United States in 1911 was \$271,490, against \$338,707 in 1910.

RUSSIA.

INTERNATIONAL EXHIBITION.—Originally proposed for 1911, an International Exhibition of Industries, Commerce, Agriculture, and Fine Arts will take place from May 27 to October 14, 1913, at Kief, the capital of Southern Russia. It will be divided into 25 sections, including hygiene, machinery, industries, alimentary products, railways and steamships, automobiles, aviation, sports, agriculture, pisciculture, apiculture, sericulture, applied chemistry, etc. Particulars may be obtained from the Committee of the Exhibition Krestchatik 27-10, Kief, Russia.

SIAM.

TRADE OPPORTUNITY.—Toilet waters, perfumes, soaps, face creams, etc., are required in larger quantities every year, says Vice Consul General Carl C. Hansen, at Bangkok. Drugs and chemicals are not manufactured in Siam and several American drug salesmen visiting Bangkok were rewarded with fair orders. Direct imports from the United States are small, but large quantities of American medicinal preparations are imported through branch houses in England.

SPAIN.

OLIVE CROP.—In the Province of Seville the olive crop just harvested (mid-February) is the largest within memory. The olives are of good quality and in excellent condition. The harvest is estimated by the local agricultural bureau at 5,251,545 quintals (of 220.46 pounds each) against 704,767 quintals in 1910. The total production of oil is estimated at 805,965 quintals.

PRICES IN THE NEW YORK MARKET

(It should be borne in mind by purchasers that the market quotations in this journal are quantity prices.
For very small orders the prices would be slightly higher.)

Almond, Bitter .....per lb.	\$3.50	Lemon	1.60	BEANS.	
" F. F. P. A.	4.50	Lemongrass	1.70-1.80	Tonka Beans, Angostura....	5.50
" Artificial .....	.75	Limes, expressed	2.00	" Para	3.00
" Sweet True .....	.63-.73	" distilled .....	.50	Vanilla Beans, Mexican....	4.00-6.00
" Peach-Kernel .....	.30-.35	Linaloe	2.75	" " Cut...3.87½-4.00	
Amber, Crude .....	.15	Mace, distilled .....	.75	" " Bourbon....3.87½-4.50	
" Rectified .....	.25	Mustard Seed, gen.....	8.50	" " Tahiti.....	2.50
Anise	1.55	" artificial	2.00	SUNDRIES.	
Aspic (Spike)	1.10-1.25	Myrbane, rect. ....	.12	Ambergris, black ....(oz.)	15.00-20.00
Bay, Porto Rico.....	—	Neroli, petale	50.00-65.00	" gray	25.00-27.50
Bay	2.75	" artificial	15.00-17.00	Civet, horns	1.50-1.75
Bergamot, 35%-36%.....	7.00-7.25	Nutmeg .....	.80	Chalk, precipitated .....	.04½-.06
Birch (Sweet)	1.75	Opoponax	7.00	Cologne Spirit	2.65-3.10
Bois de Rose, Femelle.....	3.75-4.00	Orange, bitter	2.85	Cumarin	3.50
Cade .....	.20	" sweet	2.65	Heliotropine	1.75
Cajeput .....	.60	Origanum	2.40-2.50	Menthol	6.75
Camphor .....	.12	Orris Root, concrete....(oz.)	3.50-5.00	Musk, Cab., pods.....(oz.)	10.00
Caraway Seed	1.00	" " absolute. (oz.)	28.50-32.00	" grain	15.00
Cardamom	17.00	Patchouly	3.25-3.60	" Tonquin, pods.. "	13.00-16.00
Carvol	2.00	Pennyroyal	1.25-1.50	" grains	21.00-24.00
Cassia, 75-80%, Technical ..	.95	Peppermint	3.00-3.40	" Artificial, per lb....	1.50-3.00
" Lead free	1.10-1.35	Petit Grain, South American	—	Orris Root, Florentine, whole	.12
" Redistilled	1.50	" " French	6.50	Orris Root, powdered and	
Cedar, Leaf .....	.60-.70	Pimento	2.25	granulated .....	.15
" Wood .....	.18	Rose	(oz.) 8.00-12.00	Talc, Italian	(ton) 32.00-35.00
Cinnamon, Ceylon	6.50-14.00	Rosemary, French .....	.80	" French	25.00-30.00
Citronella .....	.26-.28	" Trieste .....	.70	" Domestic	15.00-25.00
Cloves .....	.80-.90	Rue	4.00	Terpineol .....	.35-.45
Copaiba	1.15-1.25	Safrol .....	.45	Thymol	1.40
Coriander	6.00-9.00	Sandalwood, East India....	3.25	Vanillin	(oz.) .33-.36
Croton	1.40-1.50	" West India....	1.60	SOAP MATERIALS.	
Cubebs	3.50	Sassafras, artificial .....	.35	Tallow, city 6¼c. (hhd.); coun-	
Erigeron	2.00	" natural .....	.75	try, 6¼c.	
Eucalyptus, Australian, 70%.	.50	Savin	1.40	Grease, brown, 5@5½c.; yellow,	
Fennel, Sweet	1.50-1.60	Spearmint	4.50-4.75	5½@6c.	
" Bitter .....	.75	Spruce .....	.50	Cottonseed oil, crude, tanks, 40@	
Geranium, African	5.50-5.75	Tansy	2.50	41c.; winter yellow, \$6.75@7.25.	
" Bourbon	4.75	Thyme, red	1.10	Cocanut oil, Cochin, 9½@10½c.;	
" French	11.00	" white	1.30	Ceylon, 8½@10c.	
" Turkish	3.75-4.00	Vetivert, Bourbon	6.00-7.00	Olive oil in bond, 70@72c.	
Ginger	6.50	" Indian	30.00-40.00	Olive oil, foots, prime, 6¼@7c.	
Gingergrass	1.75-2.00	Wintergreen, artificial .....	.34-.36	Palm oil, Lagos, 6¼@7½c.; red,	
Hemlock .....	.55	" genuine	4.50-5.00	prime, 6½c.	
Juniper Berries, twice rect....	1.25	Wormwood	7.00	Peanut, 6½@7½c.	
Kananga, Java	3.00	Ylang-Ylang	36.00-40.00	Soya Bean oil, 6¼@7¼c.	
Lavender, English	12.00			Chemicals, borax, 3½@4c.; caustic	
" Cultivated	6.00			soda, 80 p. c. basis of 60 p. c., \$1.85.	
" Fleurs, 28-30	3.50-3.75			Rosin, water white, \$8.25.	

THE DOMESTIC MARKET.

The general range in prices and in market conditions since our last report have remained about the same. The United States Consul at Catania has made a special report, which is published on another page; but this sheds very little new light on the situation as far as Messina essences are concerned.

Reports from the peppermint-growing districts indicate that the past winter was so severe on the plant roots that the crop will not only be late, but also smaller than last year.

Although there has been no quotable change in anise and cassia, both are being held firmly as a result of heavy speculative buying.

Beans.

We have no reason to change our last report in regard to the new crop of Mexican beans, and although offerings are being made below the market, they are being quickly taken up by competitive dealers. There is a general belief that the market will remain firm and that an advance is more likely than a decline in price.

Bourbons remain very firm, as most of the crop has found its way to the French market, where it is being strongly held.

Tahiti beans remain about the same as before, and heavy arrivals at San Francisco temporarily lowered prices only about 10 cents.

PURE FOOD AND DRUG NOTES.

(Continued from page 47.)

There is another strong feature about the Central Committee Association, and that is that it could bring to bear the influence of all the associations and very great power in the business world on any individual subject of importance, and many of these subjects involve us all more or less.

The National Confectioners' Association is ready and willing to appoint members to serve on this committee and appreciate the valuable assistance you have already given in securing the co-operation of the Flavoring Extract Manufacturers' Association.

After reading the letter Dr. Baer urged the appointment of a committee to act with the committees of other associations, and upon motion of a member the president was unanimously authorized to appoint such a committee.

North Dakota.

The North Dakota Statute completely prohibits the sale of foods or beverages which contain coal tar or aniline dyes. Of late much pressure has been brought to bear on this department to so modify the law as to permit of the use certified colors. Commissioner Ladd says he has as yet found no evidence that would lead him to advocate a modification of the law to permit of the sale of food products colored even with certified dyes.

The following appeared in the department's bulletins:

8,370.—Red Color for Beverages. From Carrington Bottling Works, Carrington, N. D. A coal tar dye. Illegal.

8,407.—Pure Terpenless Lemon Extract. Honest Bottle. Wm. McMurray & Co., St. Paul, and Minneapolis, Minn. Short weight; not labeled for alcohol; low in citral. Illegal.

8,409.—Lemon Extract, Bulk. Schmitz Maas & Co., St. Paul, Minn. Lemon oil absent; citral low. Illegal.

Indiana Bars Benzoate of Soda.

The right of the State of Indiana to prohibit the sale of preserved foodstuffs containing benzoate of soda was upheld March 23 in a report to the Federal court of the findings of Edward Daniels, Master in Chancery, who heard testimony in a suit against H. E. Barnard, State Food Commissioner, and the State Board of Health, and by Williams Brothers' Company of Detroit, Mich., and the Curtice Brothers' Company, of Rochester, N. Y. Products of these companies were barred from sale in the State by the health authorities on the ground that they contained an injurious preservative. The companies sued for a restraining order, setting up that benzoate of soda was harmless in small amount. The Master in Chancery finds the plaintiffs failed to make their case against testimony of authorities introduced by the State.

Acquittal in Turmeric and Charlock Case.

The long debated question as to the legitimacy of the spice turmeric in prepared-mustard, etc., when the pronounced yellow color of the same does not conceal the fraudulent use of wheat flour, etc.; together with the equally important question of the legitimacy of charlock ("domestic brown mustard" or "Dakota mustard") advanced a big step nearer final settlement in Judge Holt's branch of the Federal court in this city on April 3, when Judge Holt ordered an acquittal.

Six federal experts were called by the prosecution in an effort to establish a test case. Opposing this formidable array of scientific talent the defense presented but one expert, Prof. R. O. Brooks, analytical and consulting food inspection expert of 191 Franklin street, New York City, whose extensive experience enabled him to guide the scientific phases of the technical defense successfully.

It was proven that turmeric is a recognized spice and as such its use in prepared-mustard is legal even though it does intensify the color, provided no addition of a whitening adulterant (wheat flour for instance) is thus concealed.

As to charlock (Dakota mustard) it was demonstrated that it is botanically and chemically a true mustard used for many years when a low priced, mild prepared-mustard is desired and that its mild volatile oil is no more different from that of yellow mustard than is the volatile oil of black mustard. The almost universal presence of a small proportion of charlock in ordinary black and brown mustards was testified to generally and the impossibility of separating the two different seeds commercially was admitted.

New York Commissioner Goes to Iowa.

Calvin J. Huson, of Penn Yan, has been confirmed as the new commissioner of agriculture of New York, to succeed R. A. Pearson, who retired to become president of the Iowa State Agricultural College at Ames. Before taking his new position Mr. Pearson made a tour of Europe to study agricultural methods there. Mr. Pearson has been called the best commissioner New York ever had. Mr. Huson has been prominent as a lawyer and farmer.

Connecticut.

Part 2 of the annual 1811 report of the Connecticut Agricultural Station has just been issued. It deals chiefly with food products, but includes fruit syrups. Nine samples of compound extract of sarsaparilla were examined with unsatisfactory results. The results also are given of analyses of other extracts.

Label Crusade in Ohio.

State Inspector Strode, in Ohio, has begun a crusade against manufacturers of flavoring extracts, etc., who do not label their packages as provided by the Ohio law.

Hearings on Soap Imports.

The United States Government has challenged the right of the Farbenfabriken of Elberfeld Co. to bring into this country soaps used for dry cleaning of clothing. The soap was reported by the Federal chemist to be an "alcoholic solution of potash, soap and fatty acids, not made with castor oil," and duty assessed at 55 cents a pound as a "chemical mixture containing alcohol." The importer claims the merchandise dutiable under paragraph 69 as a "soap not specially provided for." The board of general appraisers sustained the collector at the first hearing, but the importer wished to present new evidence and a second hearing was held. A decision is expected soon.

Decision on Boiled Fruit Syrup.

Treasury Decision 32,332 gives in detail the decision of the board of general appraisers on "Fruit Syrup—Molasses." The board holds that "a thick syrup made from grape juice boiled with a particular kind of clay and with yeast is dutiable under the provision in paragraph 310, tariff act of 1909, for 'fruit juices and fruit syrup, not specially provided for in this section, containing no alcohol,' and is not dutiable under paragraph 216 as 'molasses.' The molasses which it was intended to cover by the provisions of paragraph 216, tariff act of 1909, is the molasses derived from the manufacture of cane sugar."

Essential Oil Protest Sustained by Board.

Essential oil imported at the port of New York by Corsi Zumsteg Company was held dutiable at the rate of 25 per cent. ad valorem under paragraph 3 of the act of 1909 by the Board of General Appraisers. The action of the collector in assessing duty at the rate of \$1 a pound under paragraph 21 of said act was reversed.

Drawback Granted on "Flavol."

Treasury Decision 32326 reports the granting of a drawback on cake icings, designated as "tastells," manufactured by S. Gumpert & Co., Brooklyn, N. Y., and the same is extended to cover exports of "flavol." Oil of orange is an ingredient of these products.

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